

LIBRARY
BUREAU OF THE CENSUS

Bureau of the Census
Library

1987

Census of Wholesale Trade

WC87-A-30

GEOGRAPHIC AREA SERIES

New Hampshire



U.S. Department of Commerce
BUREAU OF THE CENSUS

Bureau of the Census
Library

ACKNOWLEDGMENTS

Many persons participated in the various activities of the 1987 Census of Wholesale Trade.

The overall planning and review of the census operations were performed by the staff of the Office of the Assistant Director for Economic and Agriculture Censuses.

This report was prepared in the Business Division. **Bobby E. Russell**, Assistant Division Chief for Census Programs, was responsible for the overall planning, management, and coordination of the census of wholesale trade. Planning and implementation were under the direction of **John R. Trimble**, Chief, Wholesale Census Branch, with primary staff assistance by **Dennis L. Shoemaker**, **John L. Vignali**, **Steven L. Barron**, **Jack R. Drago**, and **Benjamin T. Stephens**.

Systems and procedures for mailout, receipt, correspondence, data input, industry classification, other clerical processing, administrative record processing, and quality control, along with the associated electronic computer programs, were developed in the Economic Surveys Division, **W. Joel Richardson**, Chief.

Mailout preparation and receipt operations, clerical and analytical review activities, data keying, and geocoding review were performed by the staff of the Data Preparation Division, **Joseph S. Harris**, Chief.

Geographic coding procedures and associated computer programs were developed by the staff of the Geography Division, **Robert W. Marx**, Chief.

The computer processing systems were developed and coordinated in the Economic Programming Division, **Barry M. Cohen**, Chief. **H. Ray Dennis**, Assistant Division Chief for Business and Construction Programs, was responsible for implementation of the computer systems. The computer programs were prepared under the supervision of **William C. Wester**, Chief, Business Census Branch, assisted by **Steven G. McCraith**, **William E. Jagg**, and **Robert J. Hemmig**.

Computer processing was performed in the Computer Services Division, **Marvin D. Raines**, Chief.

Planning, design, review, and composition of report forms were performed in the Administrative Services Division, **Michael G. Garland**, Chief.

The staff of Publications Services Division, **Walter C. Odom**, Chief, performed publication planning, design, composition, editorial review, and printing planning and procurement. **Gladys Rea** provided publication coordination and editing.

Special acknowledgment is also due the many businesses whose cooperation has contributed to the publication of these data.

If you have any questions concerning the statistics in this report, call (301) 763-5281.

1987

Census of Wholesale Trade

WC87-A-30

GEOGRAPHIC AREA SERIES

New Hampshire

Issued August 1989



U.S. Department of Commerce
Robert A. Mosbacher, Secretary
Robert Ortner, Under Secretary
for Economic Affairs
BUREAU OF THE CENSUS



BUREAU OF THE CENSUS
C. L. Kincannon, Deputy Director

Charles A. Waite, Associate Director for
Economic Programs
Roger H. Bugenhagen, Assistant Director for
Economic and Agriculture Censuses

Thomas L. Mesenbourg, Chief,
Economic Census Staff

BUSINESS DIVISION
Howard N. Hamilton, Chief

Library of Congress Cataloging-in-Publication Data

Census of wholesale trade (1987). Geographic area
series.

1987 census of wholesale trade. Geographic area
series.

"WC87—A—1—WC87—A52."

"Issued March 1989—October 1989."

1. Wholesale trade--United States--Statistics.

I. United States. Bureau of the Census.

HF5421.C4 1989 381'.2'0973021 88-22143

For sale by Superintendent of Documents, U.S. Government
Printing Office, Washington, DC 20402.

INTRODUCTION

PURPOSE AND USES OF THE ECONOMIC CENSUSES

The economic censuses are the major source of facts about the structure and functioning of the Nation's economy. They provide essential information for government, business, industry, and the general public.

Economic censuses furnish an important part of the framework for such composite measures as the gross national product, input-output measures, production and price indexes, and other statistical series that measure short-term changes in economic conditions.

Policy-making agencies of the Federal Government use the data, especially in monitoring economic activity and providing assistance to business.

State and local governments use the data to assess business activities and tax bases within their jurisdictions and to develop programs to attract business.

Trade associations study trends in their own and competing industries, and keep their members informed of market changes.

Individual businesses use the data to locate potential markets and to analyze their own production and sales performance relative to industry or area averages.

AUTHORITY AND SCOPE

Title 13 of the United States Code (sections 131, 191, and 224) directs the Census Bureau to take the economic censuses every 5 years, covering years ending in 2 and 7. The 1987 Economic Censuses consist of the—

- Census of Retail Trade
- Census of Wholesale Trade
- Census of Service Industries
- Census of Transportation
- Census of Manufactures
- Census of Mineral Industries
- Census of Construction Industries

Special programs also cover enterprise statistics and minority-owned and women-owned businesses. (The 1987 Census of Agriculture and 1987 Census of Governments are conducted separately.) The next economic censuses are scheduled to be taken in 1993 covering the year 1992.

AVAILABILITY OF THE DATA

The results of each of the economic censuses are available in printed reports, for sale by the U.S. Government Printing Office, and on microfiche, computer tape, compact discs with read-only memory, and flexible diskettes, for sale by the Census Bureau. Order forms for all types of products are available on request from Customer Services, Census Bureau, Washington, DC 20233. A more complete description of publications being issued from this census is on the inside back cover of this document.

Census facts are also widely disseminated by trade associations, business journals, and newspapers. Volumes containing census statistics are available in most major public and college libraries. Finally, State Data Centers in every State and Business and Industry Data Centers in many States also supply economic census statistics.

WHAT'S NEW IN 1987

Several changes have taken place for the 1987 censuses. Data will be reported on the basis of the newly revised Standard Industrial Classification (SIC) system with selected reports including "bridge tables," linking the old and new classification systems. A new set of metropolitan areas has been adopted, and more detailed information will be available for businesses with no paid employees. For additional information on these changes, review the subsequent text.

HISTORICAL INFORMATION

The economic censuses have been taken together as an integrated program at 5-year intervals since 1967, and before that for 1963, 1958, and 1954. Prior to that time, the individual censuses were taken separately at varying intervals.

The economic censuses trace their beginnings to the 1810 Decennial Census, when questions on manufacturing were included with those for population. Coverage of economic activities was expanded for 1840 and subsequent censuses to include mining and some commercial

activities. In 1902, Congress established a permanent Census Bureau and directed that a census of manufactures be taken every 5 years. The 1905 manufactures census was the first time a census was taken apart from the regular every-10-year population census.

The first census of business was taken in 1930, covering 1929. Initially it covered retail and wholesale trade, and construction industries, but it was broadened in 1933 to include some of the service trades.

The 1954 economic censuses were the first to be fully integrated—providing comparable census data across economic sectors, using consistent time periods, concepts, definitions, classifications, and reporting units. These were the first censuses to be taken by mail, using lists of firms provided by the administrative records of other federal agencies. Since 1963, administrative records have also been used to provide basic statistics as well for very small firms, reducing or eliminating the need to send them census questionnaires. The Enterprise Statistics Program, which publishes combined data from the economic censuses, was made possible with the implementation of the integrated census program in 1954.

The range of industries covered in the economic censuses has continued to expand. The Census of Construction Industries began on a regular basis in 1967, and the scope of service industries was broadened in 1967, 1977, and 1987. The Census of Transportation began in 1963 as a set of surveys covering travel, transportation of commodities, and trucks. New for 1987 are publications reporting on business establishments engaged in several transportation industries, paralleling the data on establishments in other sectors. This is part of a gradual expansion in coverage of industries previously subjected to government regulation. The Survey of Minority-Owned Business Enterprises was first conducted as a special project in 1969 and was incorporated into the economic censuses in 1972 along with the Survey of Women-Owned Businesses.

Economic censuses have also been taken in Puerto Rico since 1909, in the Virgin Islands and Guam since 1958, and in the Northern Mariana Islands since 1982.

Statistical reports from the 1982 and earlier censuses provide historical figures for the study of long-term time series, and are available in some large libraries. All of the census data published since 1967 are still available for sale on microfiche from the Census Bureau.

AVAILABILITY OF MORE FREQUENT ECONOMIC DATA

While the censuses provide complete enumerations every 5 years, there are many needs for more frequent data as well. The Census Bureau conducts a number of monthly, quarterly, and annual surveys, the results of which appear in publication series such as *Current Business Reports* (retail and wholesale trade and service industries), the *Annual Survey of Manufactures*, *Current Industrial Reports*, and the *Quarterly Financial Report*. Most of these surveys, while providing more frequent

observations, yield less kind-of-business and geographic detail than the censuses. The *County Business Patterns* program offers annual statistics on the number of establishments, employment, and payroll classified by industry within each county.

SOURCES FOR MORE INFORMATION

More information about the scope, coverage, classification system, data items, and publications for each of the economic censuses and related surveys is published in the *Guide to the 1987 Economic Censuses and Related Statistics*. More information on the methodology, procedures, and history of the censuses will be published in the *History of the 1987 Economic Censuses*. Contact Customer Services for information on availability.

CENSUS OF WHOLESALE TRADE

The 1987 Census of Wholesale Trade, part of the 1987 Economic Censuses, covered wholesale trade as defined in the Standard Industrial Classification (SIC) Manual.¹ It included all establishments with one or more paid employees primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional users; or to other wholesalers. Companies selling products to which they have title, as well as to those acting as agents or brokers in buying merchandise for or selling merchandise to others, are included. The census excluded governmental organizations classified in the covered industries except for wholesale liquor establishments operated by State and local governments.

The basic tabulations in this report do not include data for establishments which are "auxiliary" (primary function is providing a service, such as warehouses) to wholesale establishments with the same organization. Data for auxiliaries are presented in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

Wholesale firms without employees are excluded from the census. In the census of retail trade, the sales of firms with no paid employees are derived from administrative records of other Federal agencies rather than from a direct canvass. These sources proved impractical for wholesale firms without paid employees. In the census of wholesale trade, the sales value is the gross volume of business conducted. Firms which operate wholly or partly on a commission basis must provide both the gross volume of business conducted and commission receipts on census forms. Agents and brokers do not report to other Federal agencies the gross selling value of goods. Moreover, administrative records make no distinction between commission receipts and sales by wholesalers.

Appendix A gives a more detailed explanation of census coverage and methodology.

¹Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

CENSUS DISCLOSURE RULES

In accordance with Federal law governing census reports, no data are published that would disclose the operations of an individual establishment or business. However, the number of establishments in a kind-of-business classification is not considered a disclosure, so this information may be released even though other information is withheld.

GEOGRAPHIC AREAS COVERED

This report series presents data for the following areas:

1. The United States as a whole.
2. Each State and the District of Columbia.
3. Each consolidated metropolitan statistical area (CMSA) and primary metropolitan statistical area (PMSA) defined by the Office of Management and Budget as of June 30, 1987. A CMSA is an area used to facilitate the presentation and analysis of data for large concentrations of metropolitan populations. It includes two or more contiguous PMSA's which have a population of at least 1,000,000² and which meet specific criteria of urban character and of social and economic integration.
4. Each metropolitan statistical area (MSA) defined by the Office of Management and Budget as of June 30, 1987. An MSA is an integrated economic and social unit with a population nucleus of at least 50,000 inhabitants.² Each MSA consists of one or more counties meeting standards of metropolitan character; in New England, cities and towns rather than counties are the component geographic units.
5. The area within the State outside metropolitan statistical areas.
6. Each county or county equivalent.^{3 4}
7. Each municipality of 2,500 inhabitants or more incorporated as a city, borough, village, or town.^{2 3} For the economic censuses, census areas and boroughs in Alaska, boroughs in New York, and towns in New York and Wisconsin are not included in this category.
8. Special economic urban areas (SEUA's), which include townships in New Jersey and Pennsylvania and towns in New England with 10,000 inhabitants or more.²

²According to 1980 Census of Population or subsequent special census.

³Those defined as of January 1, 1987.

⁴See appendix F for Alaska, Louisiana, Maryland, Missouri, Montana, Nevada, Virginia, and District of Columbia county equivalents.

DOLLAR VALUES

All dollar values presented in this report are expressed in current dollars, i.e., 1987 data are expressed in 1987 dollars and 1982 data in 1982 dollars. Consequently, when making comparisons to prior years, users of the data should consider the inflation that has occurred.

RELIABILITY OF DATA

All data compiled in this report originated from either census questionnaires or administrative records of other Federal agencies and, therefore, are not subject to sampling errors. However, the data are subject to nonsampling errors. Nonsampling errors can be attributed to many sources: inability to identify all cases in the actual universe; definition and classification difficulties; differences in the interpretation of questions; errors in recording or coding the data obtained; and other errors of collection, response, coverage, and estimation for missing or misreported data.

The accuracy of these tabulated data is determined by the joint effects of the various nonsampling errors. No direct measurement of these effects has been obtained except for estimation for missing or misreported data; however, precautionary steps were taken in all phases of the collection, processing, and tabulation of the data in an effort to minimize the effects of nonsampling errors.

The Bureau of the Census obtains on computer tape limited information extracted from administrative records of other Federal agencies. This information is used in conjunction with other information available to the Census Bureau to develop estimates for nonemployers, small employers, and other establishments for which responses were not received in time for publication. For an indication of the extent that data included in these reports were obtained from the administrative records of other Federal agencies and from estimation, rather than reports directly from respondents, see appendix E. Also, see appendix A for a more detailed explanation of census coverage and methodology.

SPECIAL TABULATIONS

Special tabulations of data collected in the 1987 Census of Wholesale Trade may be obtained, depending on availability of time and personnel, on diskette, computer tape, or in tabular form. The data will be in summary form and subject to the same rules prohibiting disclosure of confidential information (including name, address, kind of business, or other data for individual business establishments or companies) as are the regular publications.

Special tabulations are prepared on a cost basis. A request for a cost estimate, as well as exact specifications on the type and format of the data to be provided, should be directed to the Chief, Business Division, Bureau of the Census, Washington, DC 20233.

To discuss a special tabulation before submitting specifications, call 301-763-5282.

ABBREVIATIONS AND SYMBOLS

The following abbreviations and symbols are used in the publication:

- Represents zero.
- (D) Withheld to avoid disclosing data for individual companies; data are included in broader kind-of-business totals.

- (IC) Independent city.
- (NA) Not available.
- (NC) Not comparable.
- (X) Not applicable.
- CMSA Consolidated Metropolitan Statistical Area.
- MSA Metropolitan Statistical Area.
- n.e.c. Not elsewhere classified.
- PMSA Primary Metropolitan Statistical Area.
- pt. Part.
- r Revised.
- SIC Standard Industrial Classification.

Users' Guide for Locating Statistics in This Report by Table Number

Information shown in tables	Table										
	1	2	3	4	5	6	7	8	9	10	11
GEOGRAPHIC AREAS											
The State	X	X	X	X						X	X
CMSA's and MSA's in the State								X			
PMSA's in the State								X			
Area of the State not in any CMSA, PMSA, or MSA									X		
Counties in the State					X		¹ X				X
Places in the State					² X	¹ X				² X	
DATA ITEMS³											
Establishments	X		⁴ X	⁴ X	⁵ X	⁵ X	⁵ X	⁵ X	⁵ X		
Sales	X		⁴ X	⁴ X	⁵ X	⁵ X	⁵ X	⁵ X	⁵ X	X	X
Annual Payroll	X		⁴ X	⁴ X	⁶ X	⁶ X	⁶ X	⁶ X	⁶ X		
First quarter payroll	X			⁴ X							
Paid employees for pay period including March 12, 1987	X		⁴ X	⁴ X	⁶ X	⁶ X	⁶ X	⁶ X	⁶ X		
Inventories	X			⁴ X							
Operating expenses	X			⁴ X							
1982 to 1987 comparative statistics (sales, payroll)			⁴ X								
Sales per establishment		X									
Sales per employee		X									
Annual payroll per employee		X									
Annual payroll as a percent of operating expenses		X									
Employees per establishment		X									
Operating expenses as a percent of sales		X									
End-of-year inventories as a percent of sales		X									
Counties ranked by volume of sales											X
Places ranked by volume of sales										² X	

¹Includes areas with 200 wholesale establishments or more.

²Includes places with 2,500 inhabitants or more, according to the 1980 Census of Population.

³See Explanation of Terms, appendix A.

⁴Based on 1972 Standard Industrial Classification.

⁵Manufacturers' sales branches and offices, and agents, brokers, and commission merchants are combined and displayed as "other types of operation."

⁶Presented for total and merchant wholesalers only.

Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports

Report and geographic area	Information shown in reports by kind of business or industry category										
	Number of establishments	Sales (\$1,000)	Payroll (\$1,000)	Number of employees	Inventories (\$1,000)	Operating expenses (\$1,000)	Commodity line sales (\$1,000)	Sales size and employment size ¹	Legal form of organization	Petroleum bulk stations and terminals	Selected topics
GEOGRAPHIC AREA SERIES											
United States	X	X	X	X	X	X					
State.....	X	X	X	X	X	X					
CMSA, PMSA, MSA	X	X	X	X							
County	X	X	X	X							
Place	X	X	X	X							
ESTABLISHMENT AND FIRM SIZE (INCLUDING LEGAL FORM OF ORGANIZATION)											
United States	X	X	² X	² X	² X	² X		X	X		
MEASURES OF VALUE PRODUCED, CAPITAL EXPENDITURES, DEPRECIABLE ASSETS, AND OPERATING EXPENSES											
United States ²		X	X		X	X			X		³ X
COMMODITY LINE SALES											
United States	X	X					X				
State ⁴	X	X					X				
CMSA ⁴	X	X					X				
MISCELLANEOUS SUBJECTS											
United States	X	X	X	X	X	X				X	⁵ X
State.....										X	
County										X	

¹Establishments and firms.

²Merchandise wholesalers only.

³Value produced, capital expenditures, depreciable assets, and selected operating expenses detail.

⁴Available on microfiche only.

⁵Class of customer, employment by principal activity, detailed type of operation, inventory detail, and commissions of agents and brokers.

CONTENTS

New Hampshire

[Page numbers listed here omit the prefix that appears as part of the number of each page]

	Page
Introduction	III
Users' Guide for Locating Statistics in This Report by Table Number	VII
Users' Guide for Locating Statistics in the 1987 Census of Wholesale Trade Reports	VIII
Summary of Findings.....	2

FIGURES

1. State Map	3
2. Percent Change in Sales and Annual Payroll: 1982 to 1987	4
3. Wholesale Sales by Industry Group: 1987	5

TABLES

1. Summary Statistics for the State: 1987	7
2. Selected Ratios for the State: 1987	11
3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982	14
4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987	19
5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987	21
6. Summary Statistics for Places With 200 Establishments or More: 1987	21
7. Summary Statistics for Counties With 200 Establishments or More: 1987	22
8. Summary Statistics for Metropolitan Statistical Areas: 1987	24
9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987	29
10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987	30
11. Counties Ranked by Volume of Sales: 1987	31

APPENDIXES

A. General Explanation	A-1
B. General Questions	B-1
C. Kind-of-Business Titles and Reporting-Form Numbers	C-1
D. Metropolitan Statistical Areas	D-1
E. Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987	E-1
F. Geographic Notes	F-1
G. Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the State: 1987 and 1982	G-1
H. Changes in Wholesale Trade Kind-of-Business Classifications for 1987	H-1

Publication Program	Inside back cover
---------------------------	-------------------

SUMMARY OF FINDINGS

Data from the 1987 Census of Wholesale Trade show that based on definitions used in 1982 New Hampshire's 1,952 wholesale establishments had sales totaling \$6.8 billion. In 1982, 1,550 wholesalers had sales of \$4.1 billion.

Merchant wholesalers lead the three major type of operation categories in 1987 with 1,648 establishments and sales of \$4.7 billion; followed by manufacturers' sales branches and offices, with 107 establishments and sales of \$1.4 billion; and agents and brokers, with 197 establishments and sales of \$663 million.

Annual payroll of all wholesalers in the State amounted to \$560 million, compared to \$293 million for 1982. In 1987, merchant wholesalers accounted for \$443 million, followed by manufacturers' sales branches and offices with \$98.1 million and agents and brokers with \$19.0 million.

Paid employees engaged in wholesale trade in the State totaled 22,491 as of mid-March 1987 compared to 16,493 in 1982. Merchant wholesalers were the largest employers in 1987, with 18,854 employees; followed by manufacturers' sales branches and offices, with 3,002 employees; and agents and brokers, with 635 employees.

Payroll per employee averaged \$24.9 thousand for all wholesalers; \$23.5 thousand for merchant wholesalers; \$32.7 thousand for manufacturers' sales branches and offices; and \$29.8 thousand for agents and brokers.

Operating expenses as a percent of sales for all wholesalers in the State increased from 14.2 percent in 1982 to 16.3 percent in 1987. The percentage for merchant wholesalers was up from 15.8 percent to 18.5 percent for the same period, while manufacturers' sales branches and offices were down from 14.3 percent to 14.1 percent, and agents and brokers remained the same at 5.5 percent.

Sales by petroleum bulk stations and terminals in 1987 accounted for 5.7 percent of the State's total sales by all wholesalers, other leading wholesale kinds-of-business in 1987 were general-line grocery wholesalers, with 5.5 percent, footwear wholesalers with 5.0 percent and lumber, plywood, millwork, and woodpanel wholesalers also with 5.0 percent.

Sales per establishment for all wholesalers in 1987 averaged \$3.4 million per establishment, up from \$2.8 million in 1982. Footwear wholesalers averaged the highest of \$31.1 million per establishment, followed by groceries, general-line wholesalers \$18.5 million; and printing and writing paper wholesalers \$14.7 million.

Sales per employee for all wholesalers in the State averaged \$300 thousand in 1987. There was a wide variance by kind of business ranging from a high of \$746 thousand for petroleum bulk stations and terminals, to a low of \$74.5 thousand for toys and hobby goods and supplies wholesalers.

Hillsborough county led all counties in the State, accounting for 48.7 percent of total sales by wholesalers. Manchester had the largest sales among all places in the State, accounting for 20.3 percent.

Figure 1. State Map

NEW HAMPSHIRE - Consolidated Metropolitan Statistical Area, Primary Metropolitan Statistical Areas, Metropolitan Statistical Areas, Counties, and Selected Places

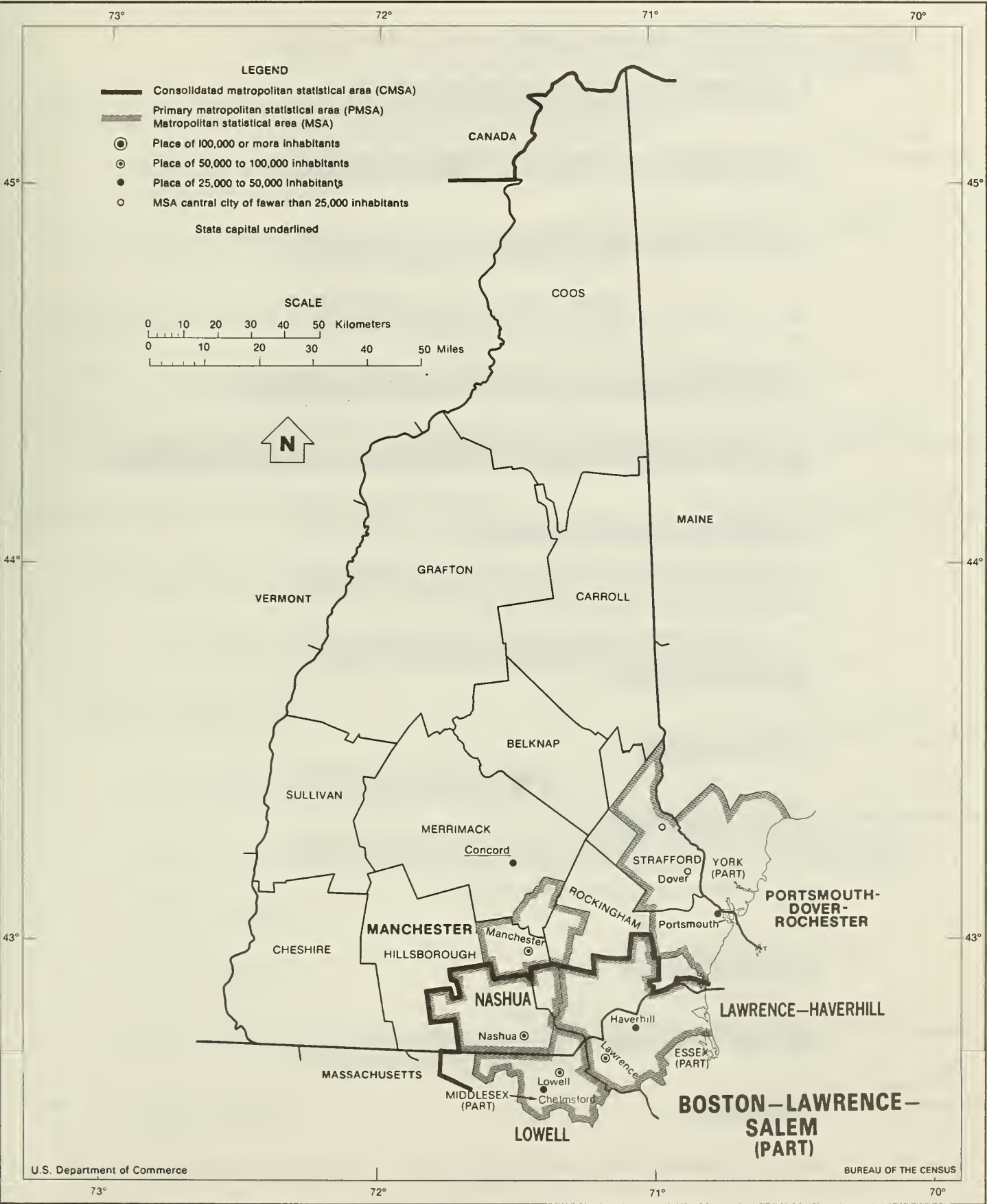
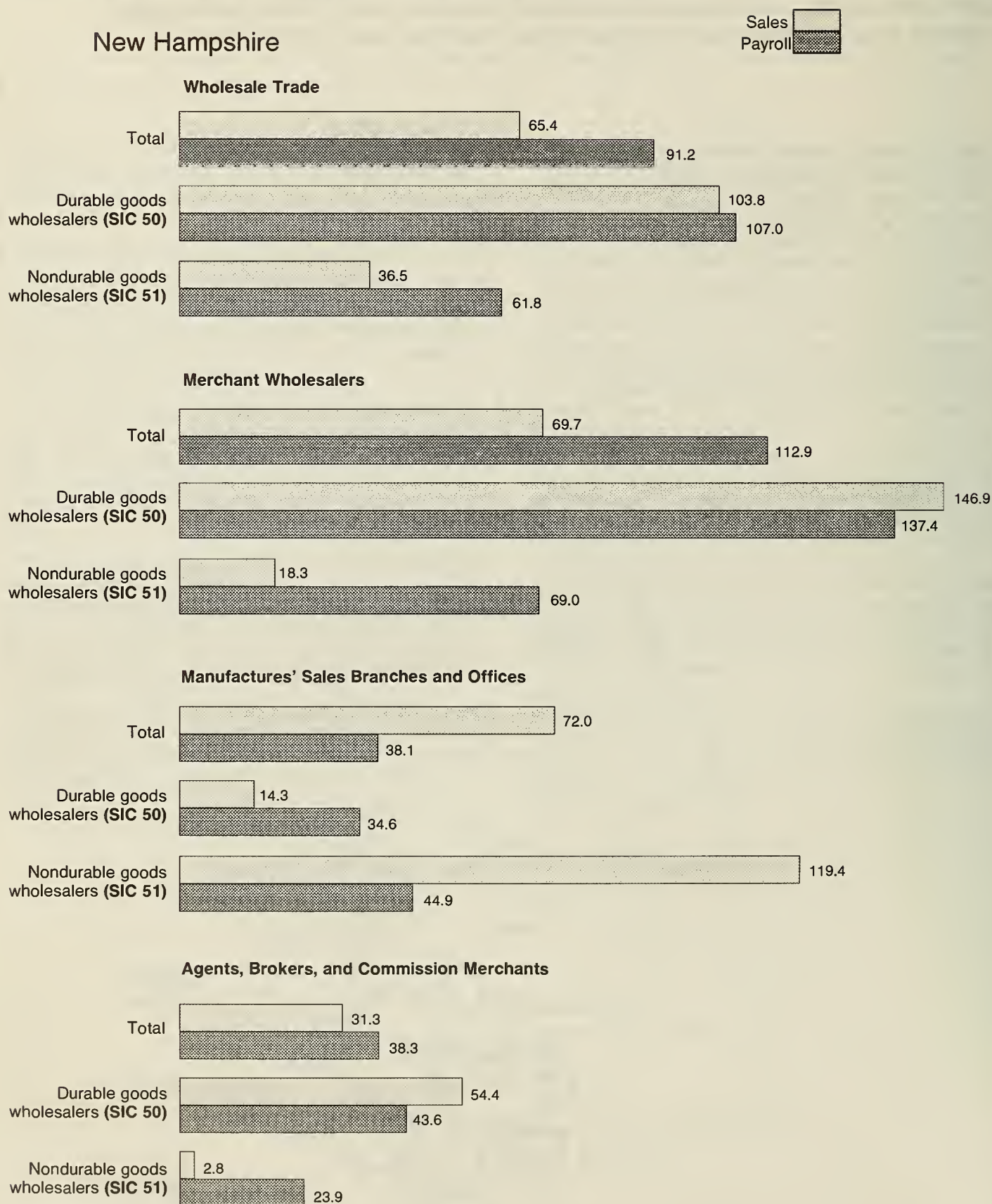


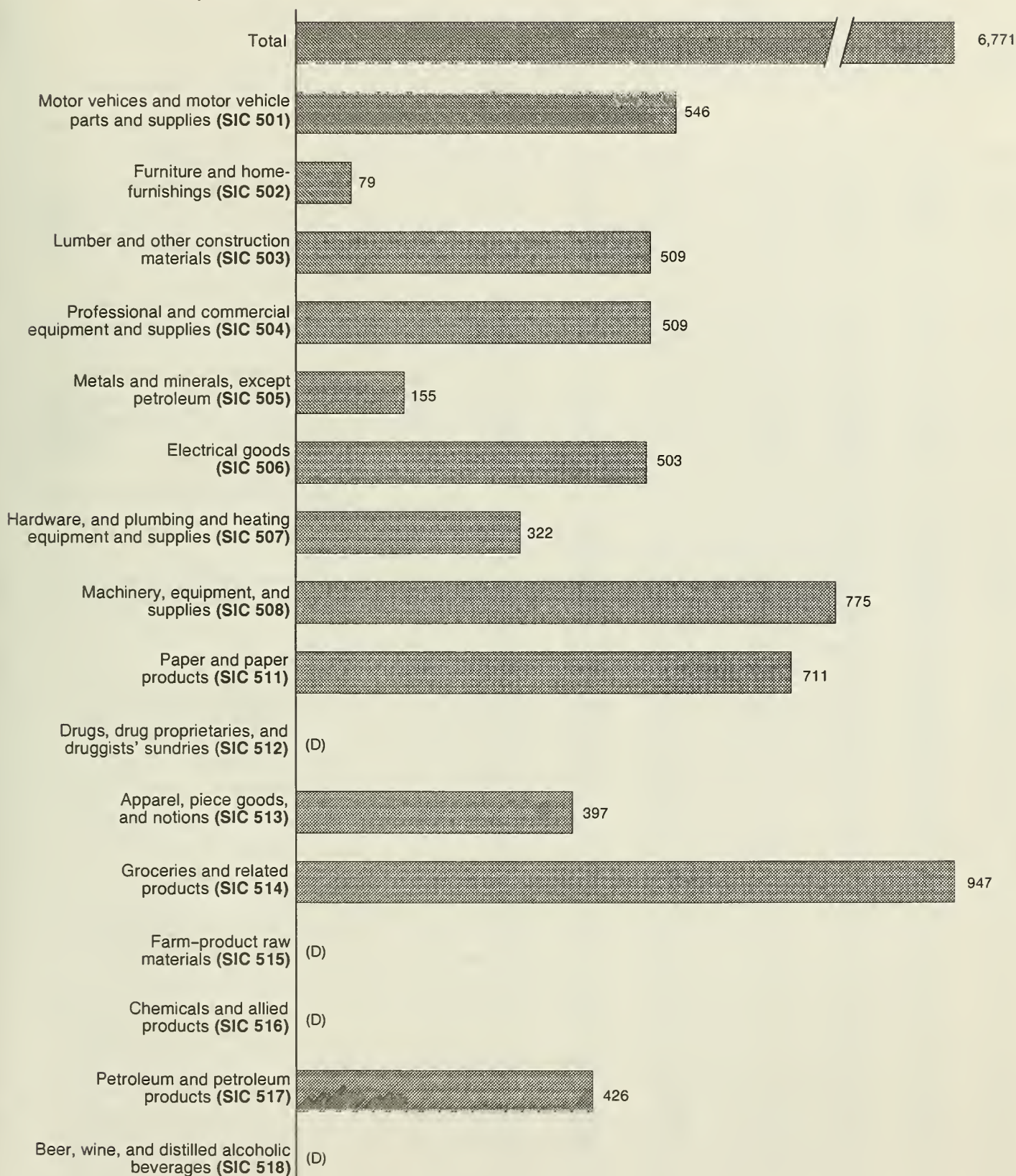
Figure 2. Percent Change in Sales and Annual Payroll: 1982 to 1987



Note: Data are based on 1972 Standard Industrial Classification.
For meaning of abbreviations and symbols, see introductory text.

Figure 3. **Wholesale Sales by Industry Group: 1987**
(Million dollars)

New Hampshire



Note: For meaning of abbreviations and symbols, see introductory text.

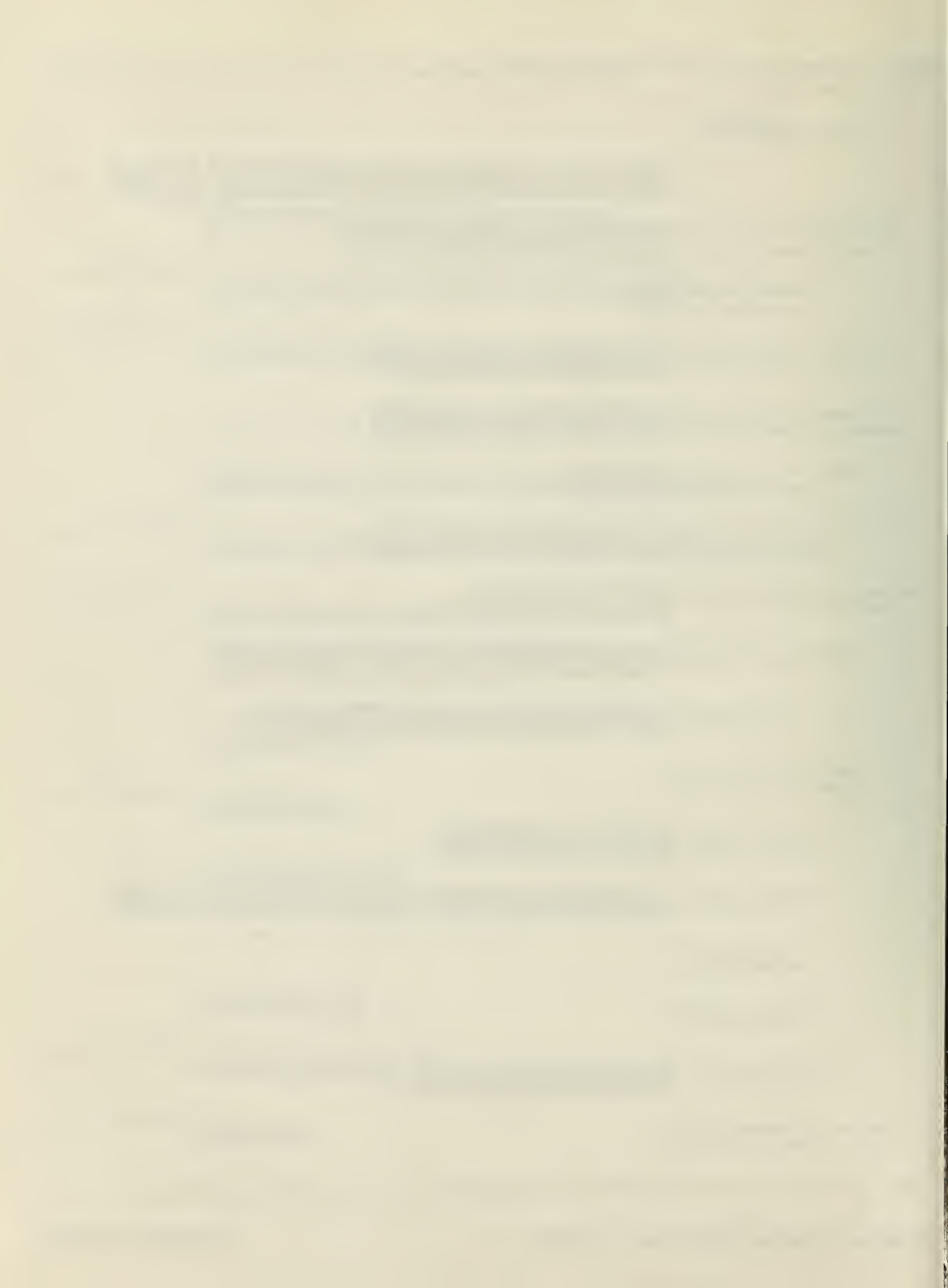


Table 1. Summary Statistics for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	Wholesale trade	1 966	6 771 339	560 562	131 171	22 548	1 105 636	604 584	644 738
	TYPES OF OPERATION								
	Merchant wholesalers	1 662	4 679 093	443 553	103 179	18 911	866 844	571 001	610 103
	Wholesale distributors and jobbers	1 599	4 286 364	419 915	97 451	17 962	811 203	503 254	547 856
	Importers	50	354 768	20 908	5 061	822	47 287	64 731	58 965
	Exporters	8	29 435	1 893	451	77	6 494	2 851	3 095
	Terminal grain elevators	-	-	-	-	-	-	-	-
	Country grain elevators	-	-	-	-	-	-	-	-
	Assemblers of farm products, except country grain elevators	5	8 526	837	216	50	1 860	165	187
	Manufacturers' sales branches and sales offices	107	1 429 639	98 059	23 662	3 002	202 133	30 544	31 598
	Sales branches (with stock)	50	420 981	48 150	11 074	1 613	105 814	30 544	31 598
	Sales offices (without stock)	57	1 008 658	49 909	12 588	1 389	96 319	-	-
	Agents, brokers, and commission merchants	197	662 607	18 950	4 330	635	36 659	3 039	3 037
	Auction companies	-	-	-	-	-	-	-	-
	Brokers	35	167 348	2 825	624	103	5 820	22	18
	Commission merchants	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Import agents	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	Export agents	-	-	-	-	-	-	-	-
	Manufacturers' agents	138	448 579	14 293	3 236	467	27 488	3 016	2 975
	TYPES OF OPERATION BY KIND OF BUSINESS								
	Wholesale trade	1 966	6 771 339	560 562	131 171	22 548	1 105 636	604 584	644 738
50	Durable goods	1 400	3 584 159	395 298	92 567	15 418	753 359	416 921	448 719
501	Motor vehicles and motor vehicle parts and supplies	226	545 875	60 759	13 936	2 796	105 912	95 702	100 972
5012	Automobiles and other motor vehicles	45	312 639	25 268	5 487	930	41 754	61 360	64 154
5013	Motor vehicle supplies and new parts	131	160 563	25 933	6 154	1 382	46 356	25 865	27 272
5014	Tires and tubes	20	54 090	5 977	1 511	258	10 961	6 200	7 326
5015	Motor vehicle parts, used	30	18 583	3 581	784	226	6 841	2 277	2 220
502	Furniture and home furnishings	45	79 499	8 335	2 033	388	16 611	3 791	4 872
5021	Furniture	26	53 351	6 521	1 635	284	12 268	3 037	4 253
5023	Home furnishings	19	26 148	1 814	398	104	4 343	754	619
503	Lumber and other construction materials	125	509 480	39 790	7 806	1 496	77 768	35 936	37 974
5031	Lumber, plywood, millwork, and wood panels	51	339 704	21 788	4 468	809	43 088	22 274	23 124
5032	Brick, stone, and related construction materials	30	58 197	8 734	1 531	312	17 237	6 056	6 045
5033	Roofing, siding, and insulation materials	14	60 939	4 116	835	183	7 858	5 298	5 347
5039	Construction materials, n.e.c.	30	50 640	5 152	972	192	9 585	2 308	3 458
504	Professional and commercial equipment and supplies	224	509 279	98 645	24 115	3 382	185 082	29 412	33 660
5043	Photographic equipment and supplies	8	19 675	637	165	28	1 402	188	215
5044	Office equipment	71	94 723	19 511	4 601	849	32 010	8 719	9 956
5045	Computers and computer peripheral equipment and software	82	303 098	63 524	15 944	1 908	121 949	12 155	13 519
5046	Commercial equipment, n.e.c.	18	21 846	2 761	579	126	5 606	1 615	1 664
5047	Medical, dental, and hospital equipment and supplies	35	50 679	8 328	2 029	292	15 668	4 392	5 146
5048	Ophthalmic goods	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	27	154 969	14 443	3 395	563	29 765	21 325	21 900
5051	Metals service centers and offices	27	154 969	14 443	3 395	563	29 765	21 325	21 900
5052	Coal and other minerals and ores	-	-	-	-	-	-	-	-
506	Electrical goods	178	502 534	41 371	10 348	1 599	75 805	48 024	51 269
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	76	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c.	92	283 544	26 045	6 676	931	47 241	28 346	28 529
507	Hardware, and plumbing and heating equipment and supplies	127	322 135	33 318	8 525	1 385	61 698	38 776	39 961
5072	Hardware	36	62 440	8 499	2 187	368	15 750	6 725	7 495
5074	Plumbing and heating equipment and supplies (hydronics)	67	193 382	17 073	4 404	753	31 234	26 727	26 117
5075	Warm air heating and air-conditioning equipment and supplies	18	42 037	4 842	1 252	152	9 271	3 016	3 485
5078	Refrigeration equipment and supplies	6	24 276	2 904	682	112	5 443	2 308	2 864
508	Machinery, equipment, and supplies	301	774 581	79 967	17 835	2 935	148 572	121 954	133 207
5082	Construction and mining (except petroleum) machinery and equipment	34	216 716	23 636	5 208	752	43 195	58 029	63 778
5083	Farm and garden machinery and equipment	30	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment	138	225 896	23 035	5 395	861	42 751	22 173	24 052
5085	Industrial supplies	65	120 395	9 515	2 180	392	18 386	8 653	9 072
5087	Service establishment equipment and supplies	29	79 037	10 821	2 257	442	19 973	7 795	8 038
5088	Transportation equipment and supplies, except motor vehicles	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	147	185 807	18 670	4 574	874	52 146	22 001	24 904
5091	Sporting and recreational goods and supplies	39	75 739	6 096	1 444	238	18 343	9 185	10 111
5092	Toys and hobby goods and supplies	13	11 107	1 783	379	149	4 896	2 968	2 833
5093	Scrap and waste materials	34	52 329	6 069	1 320	257	18 286	3 323	3 552
5094	Jewelry, watches, precious stones, and precious metals	15	19 747	1 537	578	69	4 573	4 958	6 516
5099	Durable goods, n.e.c.	46	26 885	3 185	853	161	6 048	1 567	1 892

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A.]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
TYPES OF OPERATION BY KIND OF BUSINESS									
—Con.									
Wholesale trade—Con.									
51	Nondurable goods	566	3 187 180	165 264	38 604	7 130	352 277	187 663	196 019
511	Paper and paper products	77	711 148	31 014	6 735	1 097	70 194	19 009	20 045
5111	Printing and writing paper	10	147 199	15 209	3 094	475	41 613	13 099	13 393
5112	Stationery and office supplies	42	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	25	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	48	396 896	20 161	4 996	723	38 027	61 989	56 811
5131	Piece goods, notions, and other dry goods	13	34 742	2 164	507	92	4 019	2 005	2 063
5136	Men's and boys' clothing and furnishings	10	11 970	1 609	383	77	2 995	1 071	1 921
5137	Women's, children's and infants' clothing and accessories	14	8 609	872	167	50	1 737	1 007	1 296
5139	Footwear	11	341 575	15 516	3 939	504	29 276	57 906	51 531
514	Groceries and related products	170	946 522	47 665	11 203	2 195	98 867	25 245	28 543
5141	Groceries, general line	20	370 272	11 834	2 850	502	23 732	15 406	17 182
5142	Packaged frozen foods	7	9 758	545	133	72	1 445	184	253
5143	Dairy products, except dried or canned	15	53 475	4 365	951	225	9 770	1 384	1 596
5144	Poultry and poultry products	9	53 764	3 222	818	187	6 032	450	532
5145	Confectionery	12	26 738	2 920	682	115	5 229	671	664
5146	Fish and seafoods	16	20 599	1 811	372	116	3 735	610	665
5147	Meats and meat products	8	34 472	1 576	339	75	2 568	897	1 157
5148	Fresh fruits and vegetables	20	24 046	2 311	636	141	4 964	295	338
5149	Groceries and related products, n.e.c.	63	353 398	19 081	4 422	762	41 392	5 348	6 156
515	Farm-product raw materials	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain and field beans	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-
516	Chemicals and allied products	58	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	44	57 612	5 764	1 403	241	12 385	3 435	4 279
517	Petroleum and petroleum products	49	425 587	14 931	3 518	645	38 626	29 423	28 191
5171	Petroleum bulk stations and terminals	30	388 660	11 375	2 769	521	30 812	26 502	25 133
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	19	36 927	3 556	749	124	7 814	2 921	3 058
518	Beer, wine, and distilled alcoholic beverages	25	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	130	390 320	26 374	6 239	1 520	49 975	39 528	45 476
5191	Farm supplies	35	35 085	3 841	763	228	8 366	4 298	4 270
5192	Books, periodicals, and newspapers	21	61 011	8 197	2 198	475	14 879	4 327	4 378
5193	Flowers, nursery stock, and florists' supplies	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	7	114 022	4 445	1 074	244	7 705	6 606	7 843
5198	Paints, varnishes, and supplies	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	51	154 518	6 794	1 575	402	12 808	19 885	23 449
	Merchant wholesalers	1 662	4 679 093	443 553	103 179	18 911	866 844	571 001	610 103
50	Durable goods	1 202	2 724 132	317 431	73 280	13 119	608 312	401 750	432 877
501	Motor vehicles and motor vehicle parts and supplies	221	528 546	59 976	13 754	2 765	104 015	95 096	100 167
5012	Automobiles and other motor vehicles	44	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts	128	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes	19	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used	30	18 583	3 581	784	226	6 841	2 277	2 220
502	Furniture and homefurnishings	36	55 101	7 432	1 811	357	14 944	3 753	4 349
5021	Furniture	21	46 497	6 113	1 538	257	11 479	2 999	3 730
5023	Homefurnishings	15	8 604	1 319	273	100	3 465	754	619
503	Lumber and other construction materials	108	457 730	37 551	7 502	1 436	74 128	34 535	36 287
5031	Lumber, plywood, millwork, and wood panels	44	306 806	20 702	4 352	780	41 147	21 721	22 575
5032	Brick, stone, and related construction materials	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	194	258 888	47 800	11 218	1 933	88 684	22 147	26 864
5043	Photographic equipment and supplies	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment	68	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5045	Computers and computer peripheral equipment and software	65	101 657	17 349	4 190	599	33 021	6 867	8 359
5046	Commercial equipment, n.e.c.	18	21 846	2 761	579	126	5 606	1 615	1 664
5047	Medical, dental, and hospital equipment and supplies	28	33 865	7 516	1 776	261	13 957	3 772	4 486
5048	Ophthalmic goods	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	21	137 752	13 704	3 226	530	28 519	21 218	21 795
5051	Metals service centers and offices	21	137 752	13 704	3 226	530	28 519	21 218	21 795
5052	Coal and other minerals and ores	-	-	-	-	-	-	-	-
506	Electrical goods	136	260 621	32 367	8 146	1 359	60 160	45 860	50 082
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	61	117 627	12 192	2 980	516	22 514	18 131	20 004
5064	Electrical appliances, television and radio sets	9	13 113	1 063	252	95	2 338	1 532	2 722
5065	Electronic parts and equipment, n.e.c.	66	129 881	19 112	4 914	748	35 308	26 197	27 356

Table 1. Summary Statistics for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
TYPES OF OPERATION BY KIND OF BUSINESS —Con.									
Merchant wholesalers—Con.									
50	Durable goods—Con.								
507	Hardware, and plumbing and heating equipment and supplies	114	242 367	27 444	6 871	1 187	51 074	35 908	36 102
5072	Hardware	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	62	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	247	622 562	73 416	16 338	2 715	136 541	121 232	132 370
5082	Construction and mining (except petroleum) machinery and equipment	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment	100	150 109	18 536	4 424	715	34 575	21 544	23 321
5085	Industrial supplies	55	58 430	8 105	1 796	354	15 698	8 601	9 006
5087	Service establishment equipment and supplies	26	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	125	160 565	17 741	4 414	837	50 247	22 001	24 861
5091	Sporting and recreational goods and supplies	31	66 142	5 734	1 368	226	17 632	9 185	10 111
5092	Toys and hobby goods and supplies	13	11 107	1 783	379	149	4 896	2 968	2 833
5093	Scrap and waste materials	32	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	35	17 774	2 724	782	141	5 077	1 567	1 892
51	Nondurable goods	460	1 954 961	126 122	29 899	5 792	258 532	169 251	177 226
511	Paper and paper products	63	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	33	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	42	349 035	19 061	4 670	701	36 010	61 989	56 795
5131	Piece goods, notions, and other dry goods	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	130	523 966	32 496	7 733	1 622	66 384	22 302	25 433
5141	Groceries, general line	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned	10	24 021	3 083	650	170	7 016	1 226	1 449
5144	Poultry and poultry products	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery	9	15 092	1 993	468	85	3 549	658	649
5146	Fish and seafoods	16	20 599	1 811	372	116	3 735	610	665
5147	Meats and meat products	7	25 621	1 146	244	49	1 725	515	820
5148	Fresh fruits and vegetables	20	24 046	2 311	636	141	4 964	295	338
5149	Groceries and related products, n.e.c.	38	73 718	7 204	1 722	328	16 415	3 010	3 585
515	Farm-product raw materials	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain and field beans	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-
516	Chemicals and allied products	47	85 633	7 761	1 824	311	18 254	5 125	7 399
5162	Plastics materials and basic forms and shapes	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c.	37	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	44	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals	27	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	15	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	110	359 925	24 237	5 753	1 406	45 686	38 316	44 205
5191	Farm supplies	30	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5192	Books, periodicals, and newspapers	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	7	114 022	4 445	1 074	244	7 705	6 606	7 843
5198	Paints, varnishes, and supplies	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	40	138 444	6 348	1 470	385	11 928	19 879	23 432
Manufacturers' sales branches and sales offices									
		107	1 429 639	98 059	23 662	3 002	202 133	30 544	31 598
50	Durable goods	56	429 149	63 472	16 076	1 830	117 595	12 162	12 868
501	Motor vehicles and motor vehicle parts and supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homel furnishings	-	-	-	-	-	-	-	-
503	Lumber and other construction materials	4	3 519	541	48	13	805	1 052	1 016
504	Professional and commercial equipment and supplies	18	225 012	49 760	12 593	1 408	94 080	6 621	6 109
505	Metals and minerals, except petroleum	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 1. **Summary Statistics for the State: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
	TYPES OF OPERATION BY KIND OF BUSINESS —Con.								
	Manufacturers' sales branches and sales offices—Con.								
50	Durable goods—Con.								
506	Electrical goods	12	85 959	4 774	1 159	124	8 001	620	611
507	Hardware, and plumbing and heating equipment and supplies	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	15	72 766	3 044	799	115	5 322	552	649
509	Miscellaneous durable goods	-	-	-	-	-	-	-	-
51	Nondurable goods	51	1 000 490	34 587	7 586	1 172	84 538	18 382	18 730
511	Paper and paper products	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	23	309 258	13 897	3 180	519	29 460	2 943	3 110
515	Farm-product raw materials	-	-	-	-	-	-	-	-
516	Chemicals and allied products	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	10	15 762	1 741	396	97	3 463	1 206	1 254
	Agents, brokers, and commission merchants	197	662 607	18 950	4 330	635	36 659	3 039	3 037
50	Durable goods	142	430 878	14 395	3 211	469	27 452	3 009	2 974
501	Motor vehicles and motor vehicle parts and supplies	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and home furnishings	9	24 398	903	222	31	1 667	38	523
503	Lumber and other construction materials	13	48 231	1 698	256	47	2 835	349	671
504	Professional and commercial equipment and supplies	12	25 379	1 085	304	41	2 318	644	687
505	Metals and minerals, except petroleum	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods	30	155 954	4 230	1 043	116	7 644	1 544	576
507	Hardware, and plumbing and heating equipment and supplies	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	39	79 253	3 507	698	105	6 709	170	188
509	Miscellaneous durable goods	22	25 242	929	160	37	1 899	-	43
51	Nondurable goods	55	231 729	4 555	1 119	166	9 207	30	63
511	Paper and paper products	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	-	-	-	-	-	-	-	-
513	Apparel, piece goods, and notions	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products	17	113 298	1 272	290	54	3 023	-	-
515	Farm-product raw materials	-	-	-	-	-	-	-	-
516	Chemicals and allied products	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	10	14 633	396	90	17	826	6	17

Table 2. Selected Ratios for the State: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment¹ (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee¹ (dollars)	Per employee¹ (dollars)	As percent of operating expenses			
	Wholesale trade -----	3 444 221	300 308	24 861	50.7	11	16.3	9.5
50	Durable goods -----	2 560 114	232 466	25 639	52.5	11	21.0	12.5
501	Motor vehicles and motor vehicle parts and supplies -----	2 415 376	195 234	21 731	57.4	12	19.4	18.5
5012	Automobiles and other motor vehicles -----	6 947 533	336 171	27 170	60.5	21	13.4	20.5
5013	Motor vehicle supplies and new parts -----	1 225 672	116 182	18 765	55.9	11	28.9	17.0
5014	Tires and tubes -----	2 704 500	209 651	23 167	54.5	13	20.3	13.5
5015	Motor vehicle parts, used -----	619 433	82 226	15 845	52.3	8	36.8	11.9
502	Furniture and homefurnishings -----	1 766 644	204 894	21 482	50.2	9	20.9	6.1
5021	Furniture -----	2 051 962	187 856	22 961	53.2	11	23.0	8.0
5023	Homefurnishings -----	1 376 211	251 423	17 442	41.8	5	16.6	2.4
503	Lumber and other construction materials -----	4 075 840	340 561	26 598	51.2	12	15.3	7.5
5031	Lumber, plywood, millwork, and wood panels -----	6 660 863	419 906	26 932	50.6	16	12.7	6.8
5032	Brick, stone, and related construction materials -----	1 939 900	186 529	27 994	50.7	10	29.6	10.4
5033	Roofing, siding, and insulation materials -----	4 352 786	333 000	22 492	52.4	13	12.9	8.8
5039	Construction materials, n.e.c. -----	1 688 000	263 750	26 833	53.8	6	18.9	6.8
504	Professional and commercial equipment and supplies -----	2 273 567	150 585	29 168	53.3	15	36.3	6.6
5043	Photographic equipment and supplies -----	2 459 375	702 679	22 750	45.4	4	7.1	1.1
5044	Office equipment -----	1 334 127	111 570	22 981	61.0	12	33.8	10.5
5045	Computers and computer peripheral equipment and software -----	3 696 317	158 856	33 294	52.1	23	40.2	4.5
5046	Commercial equipment, n.e.c. -----	1 213 667	173 381	21 913	49.3	7	25.7	7.6
5047	Medical, dental, and hospital equipment and supplies -----	1 447 971	173 558	28 521	53.2	8	30.9	10.2
5048	Ophthalmic goods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum -----	5 739 593	275 256	25 654	48.5	21	19.2	14.1
5051	Metals service centers and offices -----	5 739 593	275 256	25 654	48.5	21	19.2	14.1
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-
506	Electrical goods -----	2 823 225	314 280	25 873	54.6	9	15.1	10.2
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5064	Electrical appliances, television and radio sets -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	3 082 000	304 559	27 975	55.1	10	16.7	10.1
507	Hardware, and plumbing and heating equipment and supplies -----	2 536 496	232 588	24 056	54.0	11	19.2	12.4
5072	Hardware -----	1 734 444	169 674	23 095	54.0	10	25.2	12.0
5074	Plumbing and heating equipment and supplies (hydronics) -----	2 886 299	256 815	22 673	54.7	11	16.2	13.5
5075	Warm air heating and air-conditioning equipment and supplies -----	2 335 389	276 559	31 855	52.2	8	22.1	8.3
5078	Refrigeration equipment and supplies -----	4 046 000	216 750	25 929	53.4	19	22.4	11.8
508	Machinery, equipment, and supplies -----	2 573 359	263 912	27 246	53.8	10	19.2	17.2
5082	Construction and mining (except petroleum) machinery and equipment -----	6 374 000	288 186	31 431	54.7	22	19.9	29.4
5083	Farm and garden machinery and equipment -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment -----	1 636 928	262 365	26 754	53.9	6	18.9	10.6
5085	Industrial supplies -----	1 852 231	307 130	24 273	51.8	6	15.3	7.5
5087	Service establishment equipment and supplies -----	2 725 414	178 817	24 482	54.2	15	25.3	10.2
5088	Transportation equipment and supplies, except motor vehicles -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods -----	1 263 993	212 594	21 362	35.8	6	28.1	13.4
5091	Sporting and recreational goods and supplies -----	1 942 026	318 231	25 613	33.2	6	24.2	13.3
5092	Toys and hobby goods and supplies -----	854 385	74 544	11 966	36.4	11	44.1	25.5
5093	Scrap and waste materials -----	1 539 088	203 615	23 615	33.2	8	34.9	6.8
5094	Jewelry, watches, precious stones, and precious metals -----	1 316 467	286 188	22 275	33.6	5	23.2	33.0
5099	Durable goods, n.e.c. -----	584 457	166 988	19 783	52.7	4	22.5	7.0
51	Non durable goods -----	5 631 060	447 010	23 179	46.9	13	11.1	6.2
511	Paper and paper products -----	9 235 688	648 266	28 272	44.2	14	9.9	2.8
5111	Printing and writing paper -----	14 719 900	309 893	32 019	36.5	48	28.3	9.1
5112	Stationery and office supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	8 268 667	548 957	27 885	53.0	15	9.6	14.3
5131	Piece goods, notions, and other dry goods -----	2 672 462	377 630	23 522	53.8	7	11.6	5.9
5136	Men's and boys' clothing and furnishings -----	1 197 000	155 455	20 896	53.7	8	25.0	16.0
5137	Women's, children's and infants' clothing and accessories -----	614 929	172 180	17 440	50.2	4	20.2	15.1
5139	Footwear -----	31 052 273	677 728	30 786	53.0	46	8.6	15.1
514	Groceries and related products -----	5 567 776	431 217	21 715	48.2	13	10.4	3.0
5141	Groceries, general line -----	18 513 600	737 594	23 574	49.9	25	6.4	4.6
5142	Packaged frozen foods -----	1 394 000	135 528	7 569	37.7	10	14.8	2.6
5143	Dairy products, except dried or canned -----	3 565 000	237 667	19 400	44.7	15	18.3	3.0
5144	Poultry and poultry products -----	5 973 778	287 508	17 230	53.4	21	11.2	1.0
5145	Confectionery -----	2 228 167	232 504	25 391	55.8	10	19.6	2.5
5146	Fish and seafoods -----	1 287 438	177 578	15 612	48.5	7	18.1	3.2
5147	Meats and meat products -----	4 309 000	459 627	21 013	61.4	9	7.4	3.4
5148	Fresh fruits and vegetables -----	1 202 300	170 539	16 390	46.6	7	20.6	1.4
5149	Groceries and related products, n.e.c. -----	5 609 492	463 777	25 041	46.1	12	11.7	1.7
515	Farm-product raw materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain and field beans -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock -----	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c. -----	-	-	-	-	-	-	-
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5162	Plastics materials and basic forms and shapes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	1 309 364	239 054	23 917	46.5	5	21.5	7.4

See footnotes at end of table.

Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment ¹ (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
	Wholesale trade—Con.							
51	Nondurable goods—Con.							
517	Petroleum and petroleum products	8 685 449	659 825	23 149	38.7	13	9.1	6.6
5171	Petroleum bulk stations and terminals	12 955 333	745 988	21 833	36.9	17	7.9	6.5
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	1 943 526	297 798	28 677	45.5	7	21.2	8.3
518	Beer, wine, and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods	3 002 462	256 789	17 351	52.8	12	12.8	11.7
5191	Farm supplies	1 002 429	153 882	16 846	45.9	7	23.8	12.2
5192	Books, periodicals, and newspapers	2 905 286	128 444	17 257	55.1	23	24.4	7.2
5193	Flowers, nursery stock, and florists' supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products	16 288 857	467 303	18 217	57.7	35	6.8	6.9
5198	Paints, varnishes, and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c.	3 029 765	384 373	16 900	53.0	8	8.3	15.2
	Merchant wholesalers	2 815 339	247 427	23 455	51.2	11	18.5	13.0
50	Durable goods	2 266 333	207 648	24 196	52.2	11	22.3	15.9
501	Motor vehicles and motor vehicle parts and supplies	2 391 611	191 156	21 691	57.7	13	19.7	19.0
5012	Automobiles and other motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	Motor vehicle supplies and new parts	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5014	Tires and tubes	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015	Motor vehicle parts, used	619 433	82 226	15 845	52.3	8	36.8	11.9
502	Furniture and home furnishings	1 530 583	154 345	20 818	49.7	10	27.1	7.9
5021	Furniture	2 214 143	180 922	23 786	53.3	12	24.7	8.0
5023	Home furnishings	573 600	86 040	13 190	38.1	7	40.3	7.2
503	Lumber and other construction materials	4 238 241	318 753	26 150	50.7	13	16.2	7.9
5031	Lumber, plywood, millwork, and wood panels	6 972 864	393 341	26 541	50.3	18	13.4	7.4
5032	Brick, stone, and related construction materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	Roofing, siding, and insulation materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	Construction materials, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504	Professional and commercial equipment and supplies	1 334 474	133 931	24 728	53.9	10	34.3	10.4
5043	Photographic equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5044	Office equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5045	Computers and computer peripheral equipment and software	1 563 954	169 711	28 963	52.5	9	32.5	8.2
5046	Commercial equipment, n.e.c.	1 213 667	173 381	21 913	49.3	7	25.7	7.6
5047	Medical, dental, and hospital equipment and supplies	1 209 464	129 751	28 797	53.9	9	41.2	13.2
5048	Ophthalmic goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5049	Professional equipment and supplies, n.e.c.	(D)	(D)	(D)	(D)	(D)	(D)	(D)
505	Metals and minerals, except petroleum	6 559 619	259 909	25 857	48.1	25	20.7	15.8
5051	Metals service centers and offices	6 559 619	259 909	25 857	48.1	25	20.7	15.8
5052	Coal and other minerals and ores	-	-	-	-	-	-	-
506	Electrical goods	1 916 331	191 774	23 817	53.8	10	23.1	19.2
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	1 928 311	227 959	23 628	54.2	8	19.1	17.0
5064	Electrical appliances, television and radio sets	1 457 000	138 032	11 189	45.5	11	17.8	20.8
5065	Electronic parts and equipment, n.e.c.	1 967 894	173 638	25 551	54.1	11	27.2	21.1
507	Hardware, and plumbing and heating equipment and supplies	2 126 026	204 184	23 120	53.7	10	21.1	14.9
5072	Hardware	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	Refrigeration equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies	2 520 494	229 305	27 041	53.8	11	21.9	21.3
5082	Construction and mining (except petroleum) machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5083	Farm and garden machinery and equipment	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	Industrial machinery and equipment	1 501 090	209 943	25 924	53.6	7	23.0	15.5
5085	Industrial supplies	1 062 364	165 056	22 895	51.6	6	26.9	15.4
5087	Service establishment equipment and supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	Transportation equipment and supplies, except motor vehicles	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	Miscellaneous durable goods	1 284 520	191 834	21 196	35.3	7	31.3	15.5
5091	Sporting and recreational goods and supplies	2 133 613	292 664	25 372	32.5	7	26.7	15.3
5092	Toys and hobby goods and supplies	854 385	74 544	11 966	36.4	11	44.1	25.5
5093	Scrap and waste materials	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	Jewelry, watches, precious stones, and precious metals	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	Durable goods, n.e.c.	507 829	126 057	19 319	53.7	4	28.6	10.6
51	Nondurable goods	4 249 915	337 528	21 775	48.8	13	13.2	9.1
511	Paper and paper products	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	Printing and writing paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	Stationery and office supplies	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5113	Industrial and personal service paper	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	Drugs, drug proprietaries, and druggists' sundries	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions	8 310 357	497 910	27 191	52.9	17	10.3	16.3
5131	Piece goods, notions, and other dry goods	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	Men's and boys' clothing and furnishings	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	Women's, children's and infants' clothing and accessories	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	Footwear	(D)	(D)	(D)	(D)	(D)	(D)	(D)

See footnotes at end of table.

Table 2. Selected Ratios for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1987 SIC code	Type of operation and kind of business	Sales		Annual payroll		Employees per estab- lishment ¹ (number)	Operating expenses as percent of sales	End-of-1987 inventories as percent of sales
		Per estab- lishment (dollars)	Per employee ¹ (dollars)	Per employee ¹ (dollars)	As percent of operating expenses			
	Merchant wholesalers—Con.							
51	Nondurable goods—Con.							
514	Groceries and related products -----	4 030 508	323 037	20 035	49.0	12	12.7	4.9
5141	Groceries, general line -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	Packaged frozen foods -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	Dairy products, except dried or canned -----	2 402 100	141 300	18 135	43.9	17	29.2	6.0
5144	Poultry and poultry products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	Confectionery -----	1 676 889	177 553	23 447	56.2	9	23.5	4.3
5146	Fish and seafoods -----	1 287 438	177 578	15 612	48.5	7	18.1	3.2
5147	Meats and meat products -----	3 660 143	522 878	23 388	66.4	7	6.7	3.2
5148	Fresh fruits and vegetables -----	1 202 300	170 539	16 390	46.6	7	20.6	1.4
5149	Groceries and related products, n.e.c. -----	1 939 947	224 750	21 963	43.9	9	22.3	4.9
515	Farm-product raw materials -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5153	Grain and field beans -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	Livestock -----	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c. -----	-	-	-	-	-	-	-
516	Chemicals and allied products -----	1 821 979	275 347	24 955	42.5	7	21.3	8.6
5162	Plastics materials and basic forms and shapes -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5169	Chemicals and allied products, n.e.c. -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5171	Petroleum bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5181	Beer and ale -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5182	Wine and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	3 272 045	255 992	17 238	53.1	13	12.7	12.3
5191	Farm supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5192	Books, periodicals, and newspapers -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5193	Flowers, nursery stock, and florists' supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	Tobacco and tobacco products -----	16 288 857	467 303	18 217	57.7	35	6.8	6.9
5198	Paints, varnishes, and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5199	Nondurable goods, n.e.c. -----	3 461 100	359 595	16 488	53.2	10	8.6	16.9
	Manufacturers' sales branches and sales offices -----	13 361 112	476 229	32 665	48.5	28	14.1	2.2
50	Durable goods -----	7 663 375	234 508	34 684	54.0	33	27.4	3.0
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings -----	-	-	-	-	-	-	-
503	Lumber and other construction materials -----	879 750	270 692	41 615	67.2	3	22.9	28.9
504	Professional and commercial equipment and supplies -----	12 500 667	159 810	35 341	52.9	78	41.8	2.7
505	Metals and minerals, except petroleum -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	7 163 250	693 218	38 500	59.7	10	9.3	.7
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	4 851 067	632 748	26 470	57.2	8	7.3	.9
509	Miscellaneous durable goods -----	-	-	-	-	-	-	-
51	Nondurable goods -----	19 617 451	853 660	29 511	40.9	23	8.4	1.9
511	Paper and paper products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products -----	13 446 000	595 873	26 776	47.2	23	9.5	1.0
515	Farm-product raw materials -----	-	-	-	-	-	-	-
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	1 576 200	162 495	17 948	50.3	10	22.0	8.0
	Agents, brokers, and commission merchants -----	3 363 487	1 043 476	29 843	51.7	3	5.5	.5
50	Durable goods -----	3 034 352	918 716	30 693	52.4	3	6.4	.7
501	Motor vehicles and motor vehicle parts and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	Furniture and homefurnishings -----	2 710 889	787 032	29 129	54.2	3	6.8	2.1
503	Lumber and other construction materials -----	3 710 077	1 026 191	36 128	59.9	4	5.9	1.4
504	Professional and commercial equipment and supplies -----	2 114 917	619 000	26 463	46.8	3	9.1	2.7
505	Metals and minerals, except petroleum -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506	Electrical goods -----	5 198 467	1 344 431	36 466	55.3	4	4.9	.4
507	Hardware, and plumbing and heating equipment and supplies -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508	Machinery, equipment, and supplies -----	2 032 128	754 790	33 400	52.3	3	8.5	.2
509	Miscellaneous durable goods -----	1 147 364	682 216	25 108	48.9	2	7.5	.2
51	Nondurable goods -----	4 213 255	1 395 958	27 440	49.5	3	4.0	-
511	Paper and paper products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513	Apparel, piece goods, and notions -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	Groceries and related products -----	6 664 588	2 098 111	23 556	42.1	3	2.7	-
515	Farm-product raw materials -----	-	-	-	-	-	-	-
516	Chemicals and allied products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517	Petroleum and petroleum products -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519	Miscellaneous nondurable goods -----	1 463 300	860 765	23 294	47.9	2	5.6	.1

¹Based on number of employees for pay period including March 12.

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade	1 952	1 550	6 765 016	4 089 957	65.4	559 802	292 740	91.2	22 491	16 493
50		Durable goods	1 383	1 034	3 577 287	1 755 073	103.8	394 388	190 487	107.0	15 354	10 284
501		Motor vehicles and automotive parts and supplies	212	189	539 552	229 369	135.2	59 999	28 565	110.0	2 739	1 799
5012	5012	Automobiles and other motor vehicles	45	35	312 639	93 542	234.2	25 268	8 580	194.5	930	542
5013		Automotive parts and supplies	147	130	172 823	101 413	70.4	28 754	15 881	81.1	1 551	1 009
	5013	Motor vehicle supplies and new parts	131	122	160 563	(D)	(D)	25 933	(D)	(D)	1 382	(D)
	5015 pt.	Motor vehicle parts, used	16	8	12 260	(D)	(D)	2 821	(D)	(D)	169	(D)
5014	5014	Tires and tubes	20	24	54 090	34 414	57.2	5 977	4 104	45.6	258	248
502		Furniture and home furnishings	45	32	79 499	33 626	136.4	8 335	2 701	208.6	388	165
5021	5021	Furniture	26	21	53 351	26 793	99.1	6 521	2 369	175.3	284	141
5023	5023	Home furnishings	19	11	26 148	6 833	282.7	1 814	332	446.4	104	24
503		Lumber and other construction materials	125	86	509 480	163 942	210.8	39 790	12 329	222.7	1 496	819
5031	5031	Lumber, plywood, millwork, and wood panels	51	36	339 704	107 200	216.9	21 788	6 446	238.0	809	428
5039		Construction materials, n.e.c.	74	50	169 776	56 742	199.2	18 002	5 883	206.0	687	391
	5032	Brick, stone, and related construction materials	30	23	58 197	17 516	232.3	8 734	2 447	256.9	312	151
	5033	Roofing, siding, and insulation materials	14	10	60 939	26 457	130.3	4 116	1 930	113.3	183	130
	5039	Construction materials, n.e.c.	30	17	50 640	12 769	296.6	5 152	1 506	242.1	192	110
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	60	33	106 521	54 340	96.0	8 516	3 447	147.1	415	289
5041	5091	Sporting and recreational goods and supplies	39	18	75 739	36 868	105.4	6 096	2 185	179.0	238	144
5042	5092	Toys and hobby goods and supplies	13	11	11 107	(D)	(D)	1 783	(D)	(D)	149	(D)
5043	5043	Photographic equipment and supplies	8	4	19 675	(D)	(D)	637	(D)	(D)	28	(D)
505		Metals and minerals, except petroleum	27	22	154 969	113 186	36.9	14 443	11 218	28.7	563	565
5051	5051	Metals service centers and offices	27	21	154 969	(D)	(D)	14 443	(D)	(D)	563	(D)
5052	5052	Coal and other minerals and ores	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
506		Electrical goods	190	125	525 879	251 488	109.1	43 772	28 646	52.8	1 691	1 458
5063		Electrical apparatus and equipment, wiring supplies, and construction materials	92	67	(D)	94 244	(D)	(D)	9 252	(D)	(D)	524
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials	76	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c.	4	(NA)	1 434	(NA)	(NA)	253	(NA)	(NA)	24	(NA)
	5084 pt.	Industrial machinery and equipment	12	(NA)	23 345	(NA)	(NA)	2 401	(NA)	(NA)	92	(NA)
5064	5064	Electrical appliances, television and radio sets	10	8	(D)	2 359	(D)	(D)	243	(D)	(D)	19
5065	5065 pt.	Electronic parts and equipment, n.e.c.	88	50	282 110	154 885	82.1	25 792	19 151	34.7	907	915
507		Hardware, and plumbing and heating equipment and supplies	127	88	322 135	137 359	134.5	33 318	13 635	144.4	1 385	778
5072	5072	Hardware	36	24	62 440	36 291	72.1	8 499	3 665	131.9	368	207
5074	5074	Plumbing and heating equipment and supplies (hydronics)	67	50	193 382	88 769	117.8	17 073	8 574	99.1	753	501
5075	5075	Warm air heating and air-conditioning equipment and supplies	18	9	42 037	9 440	345.3	4 842	1 141	324.4	152	48
5078	5078	Refrigeration equipment and supplies	6	5	24 276	2 859	749.1	2 904	255	1 038.8	112	22
508		Machinery, equipment, and supplies	505	377	1 240 840	716 670	73.1	175 574	86 096	103.9	6 197	4 162
5081		Commercial machines and equipment	171	117	419 667	370 150	13.4	85 796	52 377	63.8	2 883	2 246
	5044	Office equipment	71	(NA)	94 723	(NA)	(NA)	19 511	(NA)	(NA)	849	(NA)
	5045	Computers and computer peripheral equipment and software	82	(NA)	303 098	(NA)	(NA)	63 524	(NA)	(NA)	1 908	(NA)
	5046	Commercial equipment, n.e.c.	18	19	21 846	17 408	25.5	2 761	3 854	-28.4	126	166
5082	5082	Construction and mining (except petroleum) machinery and equipment	34	22	216 716	42 698	407.6	23 636	6 238	278.9	752	294
5083	5083	Farm and garden machinery and equipment	30	30	(D)	30 418	(D)	(D)	3 185	(D)	(D)	224
5084	5084 pt.	Industrial machinery and equipment	126	101	202 551	140 722	43.9	20 634	10 523	96.1	769	570
5085	5085	Industrial supplies	65	41	120 395	50 054	140.5	9 515	4 507	111.1	392	261
5086		Professional equipment and supplies	45	36	69 937	26 095	168.0	12 212	3 553	243.7	471	212
	5047	Medical, dental, and hospital equipment and supplies	35	26	50 679	(D)	(D)	8 328	(D)	(D)	292	(D)
	5048	Ophthalmic goods	2	4	(D)	4 193	(D)	(D)	712	(D)	(D)	45
	5049	Professional equipment and supplies, n.e.c.	8	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	5087	Service establishment equipment and supplies	29	23	79 037	31 191	153.4	10 821	4 866	122.4	442	312
5088	5088	Transportation equipment and supplies, except motor vehicles	5	7	(D)	25 342	(D)	(D)	847	(D)	(D)	43
509		Miscellaneous durable goods	92	82	98 412	55 093	78.6	10 641	3 850	176.4	480	249
5093	5093	Scrap and waste materials	34	36	52 329	19 329	170.7	6 069	2 274	166.9	257	149
5094	5094	Jewelry, watches, precious stones, and precious metals	15	7	19 747	2 433	711.6	1 537	209	635.4	69	16
5099	5099 pt.	Durable goods, n.e.c.	43	39	26 336	33 331	-21.0	3 035	1 367	122.0	154	84

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Wholesale trade—Con.										
51		Nondurable goods.....	569	516	3 187 729	2 334 884	36.5	165 414	102 253	61.8	7 137	6 209
511		Paper and paper products.....	77	63	711 148	255 140	178.7	31 014	19 400	59.9	1 097	999
5111	5111	Printing and writing paper.....	10	12	147 199	87 953	67.4	15 209	11 007	38.2	475	498
5112	5112	Stationery and office supplies.....	42	28	(D)	27 777	(D)	(D)	3 831	(D)	(D)	248
5113	5113	Industrial and personal service paper.....	25	23	(D)	139 410	(D)	(D)	4 562	(D)	(D)	253
512		Drugs, drug proprietaries, and druggists' sundries.....	6	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries.....	6	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513		Apparel, piece goods, and notions.....	48	47	396 896	374 911	5.9	20 161	5 065	298.0	723	351
5133	5131 pt.	Piece goods.....	11	9	(D)	35 658	(D)	(D)	1 121	(D)	(D)	43
5134	5131 pt.	Notions and other dry goods.....	2	4	(D)	5 626	(D)	(D)	568	(D)	(D)	19
5136	5136	Men's and boys' clothing and furnishings.....	10	8	11 970	(D)	(D)	1 609	(D)	(D)	77	(D)
5137	5137	Women's, children's, and infants' clothing and accessories.....	14	10	8 609	(D)	(D)	872	(D)	(D)	50	(D)
5139	5139	Footwear.....	11	16	341 575	(D)	(D)	15 516	(D)	(D)	504	(D)
514		Groceries and related products.....	170	158	946 522	723 734	30.8	47 665	33 165	43.7	2 195	2 069
5141	5141	Groceries, general line.....	20	20	370 272	269 934	37.2	11 834	7 043	68.0	502	432
5142	5142	Packaged frozen foods.....	7	8	9 758	13 391	-27.1	545	1 493	-63.5	72	115
5143	5143	Dairy products, except dried or canned.....	15	17	53 475	37 384	43.0	4 365	3 263	33.8	225	218
5144	5144	Poultry and poultry products.....	9	11	53 764	50 330	6.8	3 222	2 439	32.1	187	193
5145	5145	Confectionery.....	12	10	26 738	11 966	123.4	2 920	1 447	101.8	115	80
5146	5146	Fish and seafoods.....	16	7	20 599	9 173	124.6	1 811	647	179.9	116	44
5147	5147	Meats and meat products.....	8	10	34 472	46 580	-26.0	1 576	2 220	-29.0	75	196
5148	5148	Fresh fruits and vegetables.....	20	15	24 046	21 923	9.7	2 311	1 624	42.3	141	134
5149	5149	Groceries and related products, n.e.c.....	63	60	353 398	263 053	34.3	19 081	12 989	46.9	762	657
515		Farm-product raw materials.....	3	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	5159 pt.	Cotton.....	-	-	-	-	-	-	-	-	-	-
5153	5153	Grain and field beans.....	3	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	5154	Livestock.....	-	2	(D)	(D)	(D)	-	(D)	(D)	-	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c.....	-	-	-	-	-	-	-	-	-	-
516		Chemicals and allied products.....	58	48	(D)	64 660	(D)	(D)	5 646	(D)	(D)	324
5161		Chemicals and allied products.....	58	48	(D)	64 660	(D)	(D)	5 646	(D)	(D)	324
5162	5162	Plastics materials and basic forms and shapes.....	14	11	(D)	23 428	(D)	(D)	1 181	(D)	(D)	75
5169	5169	Chemicals and allied products, n.e.c.....	44	37	57 612	41 232	39.7	5 764	4 465	29.1	241	249
517		Petroleum and petroleum products.....	49	54	425 587	432 087	-1.5	14 931	11 970	24.7	645	818
5171	5171	Petroleum bulk stations and terminals.....	30	41	388 660	397 270	-2.2	11 375	10 092	12.7	521	697
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals.....	19	13	36 927	34 817	6.1	3 556	1 878	89.4	124	121
518		Beer, wine, and distilled alcoholic beverages.....	25	23	(D)	158 715	(D)	(D)	12 091	(D)	(D)	545
5181	5181	Beer and ale.....	12	18	(D)	122 206	(D)	(D)	11 552	(D)	(D)	524
5182	5182	Wine and distilled alcoholic beverages.....	13	5	(D)	36 509	(D)	(D)	539	(D)	(D)	21
519		Miscellaneous nondurable goods.....	133	114	390 869	318 111	22.9	26 524	13 982	89.7	1 527	1 031
5191	5191	Farm supplies.....	35	36	35 085	30 888	13.6	3 841	2 227	72.5	228	159
5194	5194	Tobacco and tobacco products.....	7	8	114 022	91 264	24.9	4 445	3 314	34.1	244	237
5198	5198	Paints, varnishes and supplies.....	4	-	(D)	-	(X)	(D)	-	(X)	(D)	-
5199		Nondurable goods, n.e.c.....	87	70	(D)	195 959	(D)	(D)	8 441	(D)	(D)	635
5199	5099 pt.	Durable goods, n.e.c.....	3	(NA)	549	(NA)	(NA)	150	(NA)	(NA)	7	(NA)
5192	5192	Books, periodicals, and newspapers.....	21	22	61 011	(D)	(D)	8 197	(D)	(D)	475	(D)
5193	5193	Flowers, nursery stock, and florists' supplies.....	12	8	(D)	6 073	(D)	(D)	520	(D)	(D)	31
5199	5199	Nondurable goods, n.e.c.....	51	(NA)	154 518	(NA)	(NA)	6 794	(NA)	(NA)	402	(NA)
		Merchant wholesalers.....	1 648	1 274	4 672 770	2 754 164	69.7	442 793	208 018	112.9	18 854	12 793
50		Durable goods.....	1 185	867	2 717 260	1 100 735	146.9	316 521	133 321	137.4	13 055	7 951
501		Motor vehicles and automotive parts and supplies.....	207	185	522 223	224 376	132.7	59 216	28 047	111.1	2 708	1 777
5012	5012	Automobiles and other motor vehicles.....	44	35	(D)	93 542	(D)	(D)	8 580	(D)	(D)	542
5013		Automotive parts and supplies.....	144	127	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5013	5013	Motor vehicle supplies and new parts.....	128	119	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5015 pt.	5015 pt.	Motor vehicle parts, used.....	16	8	12 260	(D)	(D)	2 821	(D)	(D)	169	(D)
5014	5014	Tires and tubes.....	19	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502		Furniture and homefurnishings.....	36	25	55 101	17 306	218.4	7 432	2 342	217.3	357	153
5021	5021	Furniture.....	21	17	46 497	(D)	(D)	6 113	(D)	(D)	257	(D)
5023	5023	Homefurnishings.....	15	8	8 604	(D)	(D)	1 319	(D)	(D)	100	(D)
503		Lumber and other construction materials.....	108	78	457 730	159 212	187.5	37 551	12 114	210.0	1 436	804
5031	5031	Lumber, plywood, millwork, and wood panels.....	44	33	306 806	(D)	(D)	20 702	(D)	(D)	780	(D)
5039		Construction materials, n.e.c.....	64	45	150 924	(D)	(D)	16 849	(D)	(D)	656	(D)
5032	5032	Brick, stone, and related construction materials.....	29	21	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5033	5033	Roofing, siding, and insulation materials.....	12	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5039	5039	Construction materials, n.e.c.....	23	15	(D)	12 411	(D)	(D)	1 469	(D)	(D)	109

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Merchant wholesalers—Con.										
50		Durable goods—Con.										
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	50	29	(D)	40 196	(D)	(D)	3 062	(D)	(D)	265
5041	5091	Sporting and recreational goods and supplies	31	15	66 142	(D)	(D)	5 734	(D)	(D)	226	(D)
5042	5092	Toys and hobby goods and supplies	13	11	11 107	(D)	(D)	1 783	(D)	(D)	149	(D)
5043	5043	Photographic equipment and supplies	6	3	(D)	330	(D)	(D)	57	(D)	(D)	6
505		Metals and minerals, except petroleum	21	16	137 752	87 642	57.2	13 704	10 041	36.5	530	522
5051	5051	Metals service centers and offices	21	15	137 752	(D)	(D)	13 704	(D)	(D)	530	(D)
5052	5052	Coal and other minerals and ores	-	1	-	(D)	(D)	-	(D)	(D)	-	(D)
506		Electrical goods	145	98	276 476	129 873	112.9	33 947	17 368	95.5	1 426	970
5063		Electrical apparatus and equipment, wiring supplies, and construction materials	73	56	(D)	64 031	(D)	(D)	7 333	(D)	(D)	445
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials	61	(NA)	117 627	(NA)	(NA)	12 192	(NA)	(NA)	516	(NA)
	5065 pt.	Electronic parts and equipment, n.e.c.	3	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5084 pt.	Industrial machinery and equipment	9	(NA)	15 855	(NA)	(NA)	1 580	(NA)	(NA)	67	(NA)
5064	5064	Electrical appliances, television and radio sets	9	8	13 113	2 359	455.9	1 063	243	337.4	95	19
5065	5065 pt.	Electronic parts and equipment, n.e.c.	63	34	(D)	63 483	(D)	(D)	9 792	(D)	(D)	506
507		Hardware, and plumbing and heating equipment and supplies	114	72	242 367	101 293	139.3	27 444	11 584	136.9	1 187	685
5072	5072	Hardware	32	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5074	5074	Plumbing and heating equipment and supplies (hydronics)	62	40	(D)	65 303	(D)	(D)	7 595	(D)	(D)	456
5075	5075	Warm air heating and air-conditioning equipment and supplies	15	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5078	5078	Refrigeration equipment and supplies	5	5	(D)	2 859	(D)	(D)	255	(D)	(D)	22
508		Machinery, equipment, and supplies	426	297	(D)	303 439	(D)	(D)	45 611	(D)	(D)	2 549
5081		Commercial machines and equipment	151	86	(D)	86 165	(D)	(D)	16 896	(D)	(D)	861
	5044	Office equipment	68	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
	5045	Computers and computer peripheral equipment and software	65	(NA)	101 657	(NA)	(NA)	17 349	(NA)	(NA)	599	(NA)
	5046	Commercial equipment, n.e.c.	18	19	21 846	17 408	25.5	2 761	3 854	-28.4	126	166
5082	5082	Construction and mining (except petroleum) machinery and equipment	32	22	(D)	42 698	(D)	(D)	6 238	(D)	(D)	294
5083	5083	Farm and garden machinery and equipment	29	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5084	5084 pt.	Industrial machinery and equipment	91	73	134 254	65 036	106.4	16 956	7 607	122.9	648	438
5085	5085	Industrial supplies	55	34	58 430	32 330	80.7	8 105	4 084	98.5	354	242
5086		Professional equipment and supplies	37	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5047	Medical, dental, and hospital equipment and supplies	28	20	33 865	(D)	(D)	7 516	(D)	(D)	261	(D)
	5048	Ophthalmic goods	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c.	7	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5087	5087	Service establishment equipment and supplies	26	22	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5088	5088	Transportation equipment and supplies, except motor vehicles	5	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509		Miscellaneous durable goods	78	67	82 767	37 398	121.3	10 074	3 152	219.6	455	226
5093	5093	Scrap and waste materials	32	34	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5094	5094	Jewelry, watches, precious stones, and precious metals	14	5	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c.	32	28	17 225	(D)	(D)	2 574	(D)	(D)	134	(D)
51		Nondurable goods	463	407	1 955 510	1 653 429	18.3	126 272	74 697	69.0	5 799	4 842
511		Paper and paper products	63	51	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5111	5111	Printing and writing paper	8	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5112	5112	Stationery and office supplies	33	23	(D)	12 670	(D)	(D)	2 701	(D)	(D)	195
5113	5113	Industrial and personal service paper	22	19	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512		Drugs, drug proprietaries, and druggists' sundries	6	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5122	5122	Drugs, drug proprietaries, and druggists' sundries	6	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
513		Apparel, piece goods, and notions	42	39	349 035	(D)	(D)	19 061	(D)	(D)	701	(D)
5133	5131 pt.	Piece goods	9	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods	2	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5136	5136	Men's and boys' clothing and furnishings	9	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5137	5137	Women's, children's, and infants' clothing and accessories	13	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5139	5139	Footwear	9	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514		Groceries and related products	130	114	523 966	445 776	17.5	32 496	22 159	46.6	1 622	1 505
5141	5141	Groceries, general line	17	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5142	5142	Packaged frozen foods	6	6	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5143	5143	Dairy products, except dried or canned	10	12	24 021	17 625	36.3	3 083	1 963	57.1	170	123
5144	5144	Poultry and poultry products	7	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5145	5145	Confectionery	9	7	15 092	6 891	119.0	1 993	723	175.7	85	47

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
		Merchant wholesalers—Con.										
51		Nondurable goods—Con.										
514		Groceries and related products—Con.										
5146	5146	Fish and seafoods	16	7	20 599	9 173	124.6	1 811	647	179.9	116	44
5147	5147	Meats and meat products	7	6	25 621	21 867	17.2	1 146	1 098	4.4	49	116
5148	5148	Fresh fruits and vegetables	20	15	24 046	21 923	9.7	2 311	1 624	42.3	141	134
5149	5149	Groceries and related products, n.e.c.	38	35	73 718	(D)	(D)	7 204	(D)	(D)	328	(D)
515		Farm-product raw materials	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	5159 pt.	Cotton	—	—	—	—	—	—	—	—	—	—
5153	5153	Grain and field beans	3	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5154	5154	Livestock	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
5159	5159 pt.	Farm-product raw materials, n.e.c.	—	—	—	—	—	—	—	—	—	—
516		Chemicals and allied products	47	36	85 633	52 870	62.0	7 761	5 091	52.4	311	284
5161		Chemicals and allied products	47	36	85 633	52 870	62.0	7 761	5 091	52.4	311	284
	5162	Plastics materials and basic forms and shapes ..	10	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5169	Chemicals and allied products, n.e.c.	37	28	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
517		Petroleum and petroleum products	44	45	(D)	364 206	(D)	(D)	10 742	(D)	(D)	743
5171	5171	Petroleum bulk stations and terminals	27	33	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	17	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
518		Beer, wine, and distilled alcoholic beverages	15	18	(D)	122 206	(D)	(D)	11 552	(D)	(D)	524
5181	5181	Beer and ale	12	18	(D)	122 206	(D)	(D)	11 552	(D)	(D)	524
5182	5182	Wine and distilled alcoholic beverages	3	—	(D)	—	(X)	(D)	—	(X)	(D)	—
519		Miscellaneous nondurable goods	113	98	360 474	276 115	30.6	24 387	12 490	95.3	1 413	939
5191	5191	Farm supplies	30	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5194	5194	Tobacco and tobacco products	7	8	114 022	91 264	24.9	4 445	3 314	34.1	244	237
5198	5198	Paints, varnishes and supplies	4	—	(D)	—	(X)	(D)	—	(X)	(D)	—
5199		Nondurable goods, n.e.c.	72	61	205 075	(D)	(D)	15 475	(D)	(D)	927	(D)
	5099 pt.	Durable goods, n.e.c.	3	(NA)	549	(NA)	(NA)	150	(NA)	(NA)	7	(NA)
	5192	Books, periodicals, and newspapers	17	20	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5193	Flowers, nursery stock, and florists' supplies	12	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c.	40	(NA)	138 444	(NA)	(NA)	6 348	(NA)	(NA)	385	(NA)
		Manufacturers' sales branches and sales offices	107	116	1 429 639	831 315	72.0	98 059	71 019	38.1	3 002	3 102
50		Durable goods	56	57	429 149	375 299	14.3	63 472	47 140	34.6	1 830	1 917
501	501 pt.	Motor vehicles and automotive parts and supplies	3	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	502	Furniture and home furnishings	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
503	503	Lumber and other construction materials	4	1	3 519	(D)	(D)	541	(D)	(D)	13	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	1	—	(D)	—	(X)	(D)	—	(X)	(D)	—
	504 pt.	Professional and commercial equipment and supplies	1	—	(D)	—	(X)	(D)	—	(X)	(D)	—
	509 pt.	Miscellaneous durable goods	—	—	—	—	—	—	—	—	—	—
505	505	Metals and minerals, except petroleum	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods	14	10	(D)	44 414	(D)	(D)	8 400	(D)	(D)	390
	506	Electrical goods	12	(NA)	85 959	(NA)	(NA)	4 774	(NA)	(NA)	124	(NA)
	508 pt.	Machinery, equipment, and supplies	2	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies	3	5	(D)	10 369	(D)	(D)	1 184	(D)	(D)	59
508		Machinery, equipment, and supplies	30	36	(D)	293 978	(D)	(D)	35 862	(D)	(D)	1 403
	504 pt.	Professional and commercial equipment and supplies	17	23	213 312	250 922	-15.0	49 445	34 482	43.4	1 403	1 337
	508 pt.	Machinery, equipment, and supplies	13	13	(D)	43 056	(D)	(D)	1 380	(D)	(D)	66
509	509 pt.	Miscellaneous durable goods	—	—	—	—	—	—	—	—	—	—
51		Nondurable goods	51	59	1 000 490	456 016	119.4	34 587	23 879	44.8	1 172	1 185
511	511	Paper and paper products	9	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
512	512	Drugs, drug proprietaries, and druggists' sundries ..	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
513	513	Apparel, piece goods, and notions	1	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
514	514	Groceries and related products	23	27	309 258	147 167	110.1	13 897	9 969	39.4	519	509
515	515	Farm-product raw materials	—	—	—	—	—	—	—	—	—	—

Table 3. Comparative Statistics Based on 1972 Standard Industrial Classification for the State: 1987 and 1982—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Establishments		Sales			Annual payroll			Paid employees for pay period including March 12	
			1987 (number)	1982 (number)	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (\$1,000)	1982 (\$1,000)	Percent change 1982 to 1987	1987 (number)	1982 (number)
51		Manufacturers' sales branches and sales offices—Con.										
		Nondurable goods—Con.										
516	516	Chemicals and allied products	3	4	(D)	4 890	(D)	(D)	299	(D)	(D)	15
517	517	Petroleum and petroleum products	4	9	(D)	67 881	(D)	(D)	1 228	(D)	(D)	75
518	518	Beer, wine, and distilled alcoholic beverages	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods	10	7	15 762	(D)	(D)	1 741	(D)	(D)	97	(D)
	509 pt.	Miscellaneous durable goods	—	(NA)	—	(NA)	(NA)	—	(NA)	(NA)	—	(NA)
	519	Miscellaneous nondurable goods	10	(NA)	15 762	(NA)	(NA)	1 741	(NA)	(NA)	97	(NA)
		Agents, brokers, and commission merchants	197	160	662 607	504 478	31.3	18 950	13 703	38.3	635	598
50		Durable goods	142	110	430 878	279 039	54.4	14 395	10 026	43.6	469	416
501	501 pt.	Motor vehicles and automotive parts and supplies	2	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
502	502	Furniture and home furnishings	9	6	24 398	(D)	(D)	903	(D)	(D)	31	(D)
503	503	Lumber and other construction materials	13	7	48 231	(D)	(D)	1 698	(D)	(D)	47	(D)
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	9	4	(D)	14 144	(D)	(D)	385	(D)	(D)	24
	504 pt.	Professional and commercial equipment and supplies	1	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods	8	3	9 597	(D)	(D)	362	(D)	(D)	12	(D)
505	505	Metals and minerals, except petroleum	5	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
506		Electrical goods	31	17	(D)	77 201	(D)	(D)	2 878	(D)	(D)	98
	506	Electrical goods	30	(NA)	155 954	(NA)	(NA)	4 230	(NA)	(NA)	116	(NA)
	508 pt.	Machinery, equipment, and supplies	1	(NA)	(D)	(NA)	(NA)	(D)	(NA)	(NA)	(D)	(NA)
507	507	Hardware, and plumbing and heating equipment and supplies	10	11	(D)	25 697	(D)	(D)	867	(D)	(D)	34
508		Machinery, equipment, and supplies	49	44	(D)	119 253	(D)	(D)	4 623	(D)	(D)	210
	504 pt.	Professional and commercial equipment and supplies	11	16	20 520	42 938	-52.2	1 051	1 737	-39.5	39	77
	508 pt.	Machinery, equipment, and supplies	38	28	(D)	76 315	(D)	(D)	2 886	(D)	(D)	133
509	509 pt.	Miscellaneous durable goods	14	15	15 645	(D)	(D)	567	(D)	(D)	25	(D)
51		Nondurable goods	55	50	231 729	225 439	2.8	4 555	3 677	23.9	166	182
511	511	Paper and paper products	5	4	(D)	11 755	(D)	(D)	485	(D)	(D)	17
512	512	Drugs, drug proprietaries, and druggists' sundries	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
513	513	Apparel, piece goods, and notions	5	6	(D)	23 802	(D)	(D)	762	(D)	(D)	27
514	514	Groceries and related products	17	17	113 298	130 791	-13.4	1 272	1 037	22.7	54	55
515	515	Farm-product raw materials	—	1	—	(D)	(D)	—	(D)	(D)	—	(D)
516	516	Chemicals and allied products	8	8	(D)	6 900	(D)	(D)	256	(D)	(D)	25
517	517	Petroleum and petroleum products	1	—	(D)	—	(X)	(D)	—	(X)	(D)	—
518	518	Beer, wine, and distilled alcoholic beverages	9	4	(D)	(D)	(D)	(D)	(D)	(D)	(D)	(D)
519		Miscellaneous nondurable goods	10	9	14 633	(D)	(D)	396	(D)	(D)	17	(D)
	509 pt.	Miscellaneous durable goods	—	(NA)	—	(NA)	(NA)	—	(NA)	(NA)	—	(NA)
	519	Miscellaneous nondurable goods	10	(NA)	14 633	(NA)	(NA)	396	(NA)	(NA)	17	(NA)

Table 4. **Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
		Wholesale trade -----	1 952	6 765 016	559 802	131 012	22 491	1 104 030	603 743	643 811
5013		Automotive parts and supplies -----	147	172 823	28 754	6 779	1 551	51 591	27 301	28 565
	5013	Motor vehicle parts and supplies -----	131	160 563	25 933	6 154	1 382	46 356	25 865	27 272
	5015 pt.	Motor vehicle parts, used -----	16	12 260	2 821	625	169	5 235	1 436	1 293
5039		Construction materials, n.e.c. -----	74	169 776	18 002	3 338	687	34 680	13 662	14 850
	5032	Brick, stone, and related construction materials -----	30	58 197	8 734	1 531	312	17 237	6 056	6 045
	5033	Roofing, siding, and insulation materials -----	14	60 939	4 116	835	183	7 858	5 298	5 347
	5039	Construction materials, n.e.c. -----	30	50 640	5 152	972	192	9 585	2 308	3 458
5041	5091	Sporting and recreational goods and supplies -----	39	75 739	6 096	1 444	238	18 343	9 185	10 111
5042	5092	Toys and hobby goods and supplies -----	13	11 107	1 783	379	149	4 896	2 968	2 833
5063		Electrical apparatus and equipment, wiring supplies, and construction equipment -----	92	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	76	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5065 pt.	Electrical parts and equipment, n.e.c. -----	4	1 434	253	55	24	393	126	133
	5084 pt.	Industrial machinery and equipment -----	12	23 345	2 401	530	92	4 746	2 206	2 114
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	88	282 110	25 792	6 621	907	46 848	28 220	28 396
5081		Commercial machines and equipment -----	171	419 667	85 796	21 124	2 883	159 565	22 489	25 139
	5044	Office equipment -----	71	94 723	19 511	4 601	849	32 010	8 719	9 956
	5045	Computers and computer peripheral equipment and software -----	82	303 098	63 524	15 944	1 908	121 949	12 155	13 519
	5046	Commercial equipment, n.e.c. -----	18	21 846	2 761	579	126	5 606	1 615	1 664
5084	5084 pt.	Industrial machinery and equipment -----	126	202 551	20 634	4 865	769	38 005	19 967	21 938
5086		Professional equipment and supplies -----	45	69 937	12 212	2 826	471	24 115	6 735	8 306
	5047	Medical, dental, and hospital equipment and supplies --	35	50 679	8 328	2 029	292	15 668	4 392	5 146
	5048	Ophthalmic goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. -----	8	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c. -----	43	26 336	3 035	824	154	5 681	1 565	1 891
5133	5131 pt.	Piece goods -----	11	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	5159 pt.	Cotton -----	-	-	-	-	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	-	-	-	-	-	-	-	-
5161		Chemicals and allied products -----	58	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5162	Plastics materials and basic forms and shapes -----	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5169	Chemicals and allied products, n.e.c. -----	44	57 612	5 764	1 403	241	12 385	3 435	4 279
5199		Nondurable goods, n.e.c. -----	87	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5099 pt.	Durable goods, n.e.c. -----	3	549	150	29	7	367	2	1
	5192	Books, periodicals, and newspapers -----	21	61 011	8 197	2 198	475	14 879	4 327	4 378
	5193	Flowers, nursery stock, and florists' supplies -----	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c. -----	51	154 518	6 794	1 575	402	12 808	19 885	23 449
		Merchant Wholesalers -----	1 648	4 672 770	442 793	103 020	18 854	865 238	570 160	609 176
5013		Automotive parts and supplies -----	144	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5013	Motor vehicle parts and supplies -----	128	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5015 pt.	Motor vehicle parts, used -----	16	12 260	2 821	625	169	5 235	1 436	1 293
5039		Construction materials, n.e.c. -----	64	150 924	16 849	3 150	656	32 981	12 814	13 712
	5032	Brick, stone, and related construction materials -----	29	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5033	Roofing, siding, and insulation materials -----	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5039	Construction materials, n.e.c. -----	23	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5041	5091	Sporting and recreational goods and supplies -----	31	66 142	5 734	1 368	226	17 632	9 185	10 111
5042	5092	Toys and hobby goods and supplies -----	13	11 107	1 783	379	149	4 896	2 968	2 833
5063		Electrical apparatus and equipment, wiring supplies, and construction equipment -----	73	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5063	Electrical apparatus and equipment, wiring supplies, and construction equipment -----	61	117 627	12 192	2 980	516	22 514	18 131	20 004
	5065 pt.	Electrical parts and equipment, n.e.c. -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5084 pt.	Industrial machinery and equipment -----	9	15 855	1 580	341	67	3 456	2 158	2 060
5065	5065 pt.	Electronic parts and equipment, n.e.c. -----	63	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5081		Commercial machines and equipment -----	151	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5044	Office equipment -----	68	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5045	Computers and computer peripheral equipment and software -----	65	101 657	17 349	4 190	599	33 021	6 867	8 359
	5046	Commercial equipment, n.e.c. -----	18	21 846	2 761	579	126	5 606	1 615	1 664
5084	5084 pt.	Industrial machinery and equipment -----	91	134 254	16 956	4 083	648	31 119	19 386	21 261
5086		Professional equipment and supplies -----	37	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5047	Medical, dental, and hospital equipment and supplies --	28	33 865	7 516	1 776	261	13 957	3 772	4 486
	5048	Ophthalmic goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5049	Professional equipment and supplies, n.e.c. -----	7	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5099	5099 pt.	Durable goods, n.e.c. -----	32	17 225	2 574	753	134	4 710	1 565	1 891
5133	5131 pt.	Piece goods -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5134	5131 pt.	Notions and other dry goods -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
5152	5159 pt.	Cotton -----	-	-	-	-	-	-	-	-
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	-	-	-	-	-	-	-	-
5161		Chemicals and allied products -----	47	85 633	7 761	1 824	311	18 254	5 125	7 399
	5162	Plastics materials and basic forms and shapes -----	10	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5169	Chemicals and allied products, n.e.c. -----	37	(D)	(D)	(D)	(D)	(D)	(D)	(D)

Table 4. Summary Statistics Based on 1972 Standard Industrial Classification for Industries Having a Classification Change Between 1972 and 1987 for the State: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For explanation of changes in kind-of-business classifications between 1982 and 1987, also see appendix A.]

1972 SIC code	1987 SIC code	Type of operation and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Operating expenses (\$1,000)	End-of-1986 inventories (\$1,000)	End-of-1987 inventories (\$1,000)
		Merchant Wholesalers—Con.								
5199		Nondurable goods, n.e.c. -----	72	205 075	15 475	3 904	927	28 832	25 177	28 865
	5099 pt.	Durable goods, n.e.c. -----	3	549	150	29	7	367	2	1
	5192	Books, periodicals, and newspapers -----	17	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5193	Flowers, nursery stock, and florists' supplies -----	12	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	5199	Nondurable goods, n.e.c. -----	40	138 444	6 348	1 470	385	11 928	19 879	23 432
		Manufacturers' sales branches and offices ---	107	1 429 639	98 059	23 662	3 002	202 133	30 544	31 598
501	501 pt.	Motor vehicles and automotive parts and supplies -----	3	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic and hobby goods, toys and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies --	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
506		Electrical goods -----	14	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods -----	12	85 959	4 774	1 159	124	8 001	620	611
	508 pt.	Machinery, equipment, and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies -----	30	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies --	17	213 312	49 445	12 515	1 403	93 459	6 621	6 109
	508 pt.	Machinery, equipment, and supplies -----	13	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
519		Miscellaneous nondurable goods -----	10	15 762	1 741	396	97	3 463	1 206	1 254
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
	519	Miscellaneous nondurable goods -----	10	15 762	1 741	396	97	3 463	1 206	1 254
		Agents, brokers, and commission merchants --	197	662 607	18 950	4 330	635	36 659	3 039	3 037
501	501 pt.	Motor vehicles and automotive parts and supplies -----	2	(D)	(D)	(D)	(D)	(D)	(D)	(D)
504		Sporting, recreational, photographic and hobby goods, toys and supplies -----	9	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies --	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	509 pt.	Miscellaneous durable goods -----	8	9 597	362	76	12	711	-	-
506		Electrical goods -----	31	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	506	Electrical goods -----	30	155 954	4 230	1 043	116	7 644	1 544	576
	508 pt.	Machinery, equipment, and supplies -----	1	(D)	(D)	(D)	(D)	(D)	(D)	(D)
508		Machinery, equipment, and supplies -----	49	(D)	(D)	(D)	(D)	(D)	(D)	(D)
	504 pt.	Professional and commercial equipment and supplies --	11	20 520	1 051	295	39	2 174	644	687
	508 pt.	Machinery, equipment, and supplies -----	38	(D)	(D)	(D)	(D)	(D)	(D)	(D)
509	509 pt.	Miscellaneous durable goods -----	14	15 645	567	84	25	1 188	-	43
519		Miscellaneous nondurable goods -----	10	14 633	396	90	17	826	6	17
	509 pt.	Miscellaneous durable goods -----	-	-	-	-	-	-	-	-
	519	Miscellaneous nondurable goods -----	10	14 633	396	90	17	826	6	17

Table 5. Summary Statistics for Counties and for Places With 2,500 Inhabitants or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
					Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
New Hampshire	1 966	6 771 339	560 562	22 548	1 662	4 679 093	443 553	18 911	304	2 092 246
Belknap County	72	146 174	15 121	638	65	121 105	13 115	574	7	25 069
Laconia	29	(D)	(D)	(D)	28	70 766	7 354	320	1	(D)
Balance of county	43	(D)	(D)	(D)	37	50 339	5 761	254	6	(D)
Carroll County	66	109 229	7 744	363	56	65 970	6 909	332	10	43 259
Cheshire County	109	262 544	21 025	1 068	97	238 604	19 769	1 020	12	23 940
Keene	58	(D)	(D)	(D)	54	190 047	12 162	589	4	(D)
Balance of county	51	(D)	(D)	(D)	43	48 557	7 607	431	8	(D)
Coos County	51	185 087	20 362	811	48	(D)	(D)	(D)	3	(D)
Berlin	22	40 259	3 726	197	21	(D)	(D)	(D)	1	(D)
Balance of county	29	144 828	16 636	614	27	(D)	(D)	(D)	2	(D)
Grafton County	102	177 961	15 611	789	95	(D)	(D)	(D)	7	(D)
Lebanon	44	95 196	8 868	424	40	(D)	(D)	(D)	4	(D)
Balance of county	58	82 765	6 743	365	55	(D)	(D)	(D)	3	(D)
Hillsborough County	742	3 301 001	278 647	10 323	603	2 037 040	207 985	8 238	139	1 263 961
Goffstown town	12	15 942	1 807	75	12	15 942	1 807	75	-	-
Hudson town	36	243 883	33 244	1 067	34	(D)	(D)	(D)	2	(D)
Manchester	263	1 374 686	110 344	4 419	220	1 168 840	94 400	3 865	43	205 846
Merrimack town	38	106 032	8 348	360	29	(D)	(D)	(D)	9	(D)
Nashua	178	1 128 983	75 871	2 585	146	330 910	42 829	1 653	32	798 073
Balance of county	215	431 475	49 033	1 817	162	216 321	29 189	1 262	53	215 154
Merrimack County	177	623 251	60 243	2 463	160	527 519	55 652	2 297	17	95 732
Concord	86	(D)	(D)	(D)	78	302 286	30 240	1 171	8	(D)
Franklin	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
Balance of county	89	(D)	(D)	(D)	80	222 665	25 115	1 114	9	(D)
Rockingham County	485	1 665 044	112 642	4 631	396	1 202 645	93 525	4 047	89	462 399
Derry town	31	42 689	3 726	238	28	(D)	(D)	(D)	3	(D)
Exeter town	26	142 900	3 174	153	22	(D)	(D)	(D)	4	(D)
Hampton town	23	42 822	2 708	107	17	(D)	(D)	(D)	6	(D)
Londonderry town	51	132 008	12 020	447	38	92 795	9 981	383	13	39 213
Portsmouth	78	321 337	23 165	932	70	289 999	22 076	900	8	31 338
Salem town	70	229 029	22 990	785	54	(D)	(D)	(D)	16	(D)
Balance of county	206	754 259	44 859	1 969	167	616 933	37 846	1 759	39	137 326
Strafford County	104	229 951	20 668	1 018	91	187 387	18 363	899	13	42 564
Dover	38	91 941	7 893	443	33	(D)	(D)	(D)	5	(D)
Durham town	7	31 162	2 899	89	5	(D)	(D)	(D)	2	(D)
Rochester	25	52 952	5 464	270	22	47 625	4 626	231	3	5 327
Somersworth	12	15 927	1 640	83	11	(D)	(D)	(D)	1	(D)
Balance of county	22	37 969	2 772	133	20	(D)	(D)	(D)	2	(D)
Sullivan County	58	71 097	8 499	444	51	(D)	(D)	(D)	7	(D)
Claremont	33	34 167	4 375	257	28	(D)	(D)	(D)	5	(D)
Balance of county	25	36 930	4 124	187	23	(D)	(D)	(D)	2	(D)

Table 6. Summary Statistics for Places With 200 Establishments or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	MANCHESTER										
	Wholesale trade	263	1 374 686	110 344	4 419	220	1 168 840	94 400	3 865	43	205 846
50	Durable goods	195	780 841	77 698	2 997	171	666 508	66 428	2 633	24	114 333
501	Motor vehicles and motor vehicle parts and supplies	33	191 426	20 658	745	32	(D)	(D)	(D)	1	(D)
502	Furniture and home furnishings	7	(D)	(D)	(D)	5	(D)	(D)	(D)	2	(D)
503	Lumber and other construction materials	22	169 386	7 722	302	19	(D)	(D)	(D)	3	(D)
504	Professional and commercial equipment and supplies	36	106 106	18 572	666	32	64 128	10 531	446	4	41 978
505	Metals and minerals, except petroleum	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-

Table 6. Summary Statistics for Places With 200 Establishments or More: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	MANCHESTER—Con.										
50	Durable goods—Con.										
506	Electrical goods -----	27	85 407	5 832	271	24	(D)	(D)	(D)	3	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	18	(D)	(D)	(D)	16	(D)	(D)	(D)	2	(D)
508	Machinery, equipment, and supplies -----	39	90 268	10 494	389	30	(D)	(D)	(D)	9	(D)
509	Miscellaneous durable goods -----	10	(D)	(D)	(D)	10	(D)	(D)	(D)	-	-
51	Nondurable goods -----	68	593 845	32 646	1 422	49	502 332	27 972	1 232	19	91 513
511	Paper and paper products -----	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries --	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions -----	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
514	Groceries and related products -----	24	280 975	14 387	554	16	(D)	(D)	(D)	8	(D)
515	Farm-product raw materials -----	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products -----	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
517	Petroleum and petroleum products -----	6	(D)	(D)	(D)	3	(D)	(D)	(D)	3	(D)
518	Beer, wine, and distilled alcoholic beverages -----	6	(D)	(D)	(D)	3	(D)	(D)	(D)	3	(D)
519	Miscellaneous nondurable goods -----	11	190 980	7 345	455	8	(D)	(D)	(D)	3	(D)

Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	HILLSBOROUGH COUNTY										
	Wholesale trade -----	742	3 301 001	278 647	10 323	603	2 037 040	207 985	8 238	139	1 263 961
50	Durable goods -----	551	1 723 366	208 111	7 515	459	1 254 688	149 776	5 821	92	468 678
501	Motor vehicles and motor vehicle parts and supplies -----	82	234 734	27 364	1 088	80	(D)	(D)	(D)	2	(D)
5012	Automobiles and other motor vehicles -----	13	161 231	15 469	493	13	161 231	15 469	493	-	(D)
5013	Motor vehicle supplies and new parts -----	50	44 816	8 239	416	49	(D)	(D)	(D)	1	(D)
5014	Tires and tubes -----	9	21 780	2 590	101	8	(D)	(D)	(D)	1	(D)
5015	Motor vehicle parts, used -----	10	6 907	1 066	78	10	6 907	1 066	78	-	-
502	Furniture and homefurnishings -----	14	29 954	3 334	166	9	24 976	2 999	139	5	4 978
5021	Furniture -----	10	28 416	3 171	145	6	(D)	(D)	(D)	4	(D)
5023	Homefurnishings -----	4	1 538	163	21	3	(D)	(D)	(D)	1	(D)
503	Lumber and other construction materials -----	41	238 582	14 171	474	33	205 790	13 190	450	8	32 792
5031	Lumber, plywood, millwork, and wood panels -----	19	170 291	6 712	209	13	(D)	(D)	(D)	6	(D)
5032	Brick, stone, and related construction materials -----	8	23 998	4 078	118	8	23 998	4 078	118	-	-
5033	Roofing, siding, and insulation materials -----	8	38 837	2 495	109	8	38 837	2 495	109	-	-
5039	Construction materials, n.e.c. -----	6	5 456	886	38	4	(D)	(D)	(D)	2	(D)
504	Professional and commercial equipment and supplies -----	125	396 666	81 037	2 613	102	176 248	32 473	1 252	23	220 418
5043	Photographic equipment and supplies -----	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5044	Office equipment -----	35	68 756	14 730	589	33	(D)	(D)	(D)	2	(D)
5045	Computers and computer peripheral equipment and software -----	55	261 292	56 677	1 639	40	(D)	(D)	(D)	15	(D)
5046	Commercial equipment, n.e.c. -----	10	15 287	1 776	72	10	15 287	1 776	72	-	-
5047	Medical, dental, and hospital equipment and supplies -----	18	29 991	4 603	166	14	(D)	(D)	(D)	4	(D)
5048	Ophthalmic goods -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5049	Professional equipment and supplies, n.e.c. -----	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
505	Metals and minerals, except petroleum -----	8	73 481	7 228	305	6	(D)	(D)	(D)	2	(D)
5051	Metals service centers and offices -----	8	73 481	7 228	305	6	(D)	(D)	(D)	2	(D)
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-	-	-	-
506	Electrical goods -----	87	243 139	24 621	961	66	162 632	21 350	874	21	80 507
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	34	86 169	5 690	236	27	59 089	5 176	223	7	27 080
5064	Electrical appliances, television and radio sets -----	6	11 379	858	82	6	11 379	858	82	-	-
5065	Electronic parts and equipment, n.e.c. -----	47	145 591	18 073	643	33	92 164	15 316	569	14	53 427
507	Hardware, and plumbing and heating equipment and supplies -----	47	164 689	16 103	634	43	130 445	15 265	604	4	34 244
5072	Hardware -----	16	(D)	(D)	(D)	15	(D)	(D)	(D)	1	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	19	102 435	8 178	322	16	(D)	(D)	(D)	3	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	8	(D)	(D)	(D)	8	(D)	(D)	(D)	-	-
5078	Refrigeration equipment and supplies -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-

Table 7. **Summary Statistics for Counties With 200 Establishments or More: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	HILLSBOROUGH COUNTY—Con.										
50	Durable goods—Con.										
508	Machinery, equipment, and supplies	105	265 356	25 659	920	81	189 696	22 524	800	24	75 660
5082	Construction and mining (except petroleum) machinery and equipment	10	50 525	5 589	148	9	(D)	(D)	(D)	1	(D)
5083	Farm and garden machinery and equipment	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	(D)
5084	Industrial machinery and equipment	52	68 227	6 204	236	34	(D)	(D)	(D)	18	(D)
5085	Industrial supplies	23	54 670	3 579	151	20	(D)	(D)	(D)	3	(D)
5087	Service establishment equipment and supplies	15	(D)	(D)	(D)	13	(D)	(D)	(D)	2	(D)
5088	Transportation equipment and supplies, except motor vehicles	3	(D)	(D)	(D)	3	(D)	(D)	(D)	—	—
509	Miscellaneous durable goods	42	76 765	8 594	354	39	73 687	8 481	353	3	3 078
5091	Sporting and recreational goods and supplies	10	34 376	2 755	114	8	(D)	(D)	(D)	2	(D)
5092	Toys and hobby goods and supplies	4	4 396	471	29	4	4 396	471	29	—	—
5093	Scrap and waste materials	12	26 716	4 057	155	11	(D)	(D)	(D)	1	(D)
5094	Jewelry, watches, precious stones, and precious metals	4	4 721	380	18	4	4 721	380	18	—	—
5099	Durable goods, n.e.c.	12	6 556	931	38	12	6 556	931	38	—	—
51	Nondurable goods	191	1 577 635	70 536	2 808	144	782 352	58 209	2 417	47	795 283
511	Paper and paper products	35	(D)	(D)	(D)	28	(D)	(D)	(D)	7	(D)
5111	Printing and writing paper	2	(D)	(D)	(D)	1	(D)	(D)	(D)	1	(D)
5112	Stationery and office supplies	20	(D)	(D)	(D)	15	(D)	(D)	(D)	5	(D)
5113	Industrial and personal service paper	13	(D)	(D)	(D)	12	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	3	(D)	(D)	(D)	3	(D)	(D)	(D)	—	—
5122	Drugs, drug proprietaries, and druggists' sundries	3	(D)	(D)	(D)	3	(D)	(D)	(D)	—	—
513	Apparel, piece goods, and notions	18	110 122	13 216	405	16	(D)	(D)	(D)	2	(D)
5131	Piece goods, notions, and other dry goods	4	(D)	(D)	(D)	4	(D)	(D)	(D)	—	—
5136	Men's and boys' clothing and furnishings	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5137	Women's, children's and infants' clothing and accessories	5	(D)	(D)	(D)	5	(D)	(D)	(D)	—	—
5139	Footwear	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
514	Groceries and related products	57	509 009	19 970	801	40	261 190	14 495	607	17	247 819
5141	Groceries, general line	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5142	Packaged frozen foods	1	(D)	(D)	(D)	1	(D)	(D)	(D)	—	—
5143	Dairy products, except dried or canned	5	26 544	1 166	58	2	(D)	(D)	(D)	3	(D)
5144	Poultry and poultry products	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
5145	Confectionery	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2	(D)
5146	Fish and seafoods	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
5147	Meats and meat products	4	(D)	(D)	(D)	4	(D)	(D)	(D)	—	—
5148	Fresh fruits and vegetables	5	6 797	621	47	5	6 797	621	47	—	—
5149	Groceries and related products, n.e.c.	27	247 616	7 560	300	16	(D)	(D)	(D)	11	(D)
515	Farm-product raw materials	—	—	—	—	—	—	—	—	—	—
5153	Grain and field beans	—	—	—	—	—	—	—	—	—	—
5154	Livestock	—	—	—	—	—	—	—	—	—	—
5159	Farm-product raw materials, n.e.c.	—	—	—	—	—	—	—	—	—	—
516	Chemicals and allied products	22	(D)	(D)	(D)	19	(D)	(D)	(D)	3	(D)
5162	Plastics materials and basic forms and shapes	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
5169	Chemicals and allied products, n.e.c.	14	20 687	1 911	88	13	(D)	(D)	(D)	1	(D)
517	Petroleum and petroleum products	6	(D)	(D)	(D)	3	(D)	(D)	(D)	3	(D)
5171	Petroleum bulk stations and terminals	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	3	(D)	(D)	(D)	1	(D)	(D)	(D)	2	(D)
518	Beer, wine, and distilled alcoholic beverages	10	88 972	6 862	223	6	(D)	(D)	(D)	4	(D)
5181	Beer and ale	4	63 734	6 265	200	4	(D)	(D)	(D)	—	—
5182	Wine and distilled alcoholic beverages	6	(D)	(D)	(D)	2	(D)	(D)	(D)	4	(D)
519	Miscellaneous nondurable goods	40	254 502	12 404	672	29	(D)	(D)	(D)	11	(D)
5191	Farm supplies	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
5192	Books, periodicals, and newspapers	5	13 097	1 561	83	2	(D)	(D)	(D)	3	(D)
5193	Flowers, nursery stock, and florists' supplies	6	6 156	1 045	44	6	6 156	1 045	44	—	—
5194	Tobacco and tobacco products	3	86 000	3 139	167	3	86 000	3 139	167	—	—
5198	Paints, varnishes, and supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	—	—
5199	Nondurable goods, n.e.c.	18	(D)	(D)	(D)	11	(D)	(D)	(D)	7	(D)
	ROCKINGHAM COUNTY										
	Wholesale trade	485	1 665 044	112 642	4 631	396	1 202 645	93 525	4 047	89	462 399
50	Durable goods	359	897 668	83 555	3 352	291	599 177	68 606	2 923	68	298 491
501	Motor vehicles and motor vehicle parts and supplies	48	116 034	11 352	577	46	(D)	(D)	(D)	2	(D)
502	Furniture and home furnishings	16	39 130	3 397	112	12	19 710	2 829	108	4	19 420
503	Lumber and other construction materials	35	139 302	12 654	504	31	130 160	11 837	478	4	9 142
504	Professional and commercial equipment and supplies	44	69 587	12 225	417	38	(D)	(D)	(D)	6	(D)
505	Metals and minerals, except petroleum	10	47 293	4 151	141	9	(D)	(D)	(D)	1	(D)

Table 7. Summary Statistics for Counties With 200 Establishments or More: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	ROCKINGHAM COUNTY—Con.										
50	Durable goods—Con.										
506	Electrical goods -----	48	171 072	9 049	295	34	43 975	5 547	228	14	127 097
507	Hardware, and plumbing and heating equipment and supplies -----	37	88 710	10 182	405	29	(D)	(D)	(D)	8	(D)
508	Machinery, equipment, and supplies -----	77	175 728	16 497	648	59	118 460	14 001	580	18	57 268
509	Miscellaneous durable goods -----	44	50 812	4 048	253	33	36 351	3 597	231	11	14 461
51	Nondurable goods -----	126	767 376	29 087	1 279	105	603 468	24 919	1 124	21	163 908
511	Paper and paper products -----	13	(D)	(D)	(D)	11	(D)	(D)	(D)	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries --	--	--	--	--	--	--	--	--	--	--
513	Apparel, piece goods, and notions -----	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
514	Groceries and related products -----	41	144 494	9 392	459	34	(D)	(D)	(D)	7	(D)
515	Farm-product raw materials -----	--	--	--	--	--	--	--	--	--	--
516	Chemicals and allied products -----	17	47 106	2 362	85	12	(D)	(D)	(D)	5	(D)
517	Petroleum and petroleum products -----	12	269 979	4 647	182	11	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages -----	6	(D)	(D)	(D)	4	(D)	(D)	(D)	2	(D)
519	Miscellaneous nondurable goods -----	29	33 148	4 223	218	26	(D)	(D)	(D)	3	(D)

Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	BOSTON-LAWRENCE-SALEM, MA-NH CMSA										
	Wholesale trade -----	8 694	66 536 408	3 696 834	129 158	6 807	36 038 437	2 629 627	98 316	1 887	30 497 971
50	Durable goods -----	5 866	34 893 686	2 405 032	82 621	4 589	(D)	(D)	(D)	1 277	(D)
501	Motor vehicles and motor vehicle parts and supplies -----	706	10 292 674	179 028	8 161	646	3 218 433	153 854	7 297	60	7 074 241
5012	Automobiles and other motor vehicles -----	109	9 068 183	55 468	2 078	88	(D)	(D)	(D)	21	(D)
5013	Motor vehicle supplies and new parts -----	458	982 212	97 122	4 801	422	(D)	(D)	(D)	36	(D)
5014	Tires and tubes -----	49	(D)	(D)	(D)	46	103 772	13 661	610	3	(D)
5015	Motor vehicle parts, used -----	90	(D)	(D)	(D)	90	(D)	(D)	(D)	-	-
502	Furniture and homefurnishings -----	348	1 668 986	105 255	3 468	235	682 800	79 612	2 779	113	986 186
5021	Furniture -----	184	881 584	61 155	1 929	125	439 293	49 386	1 620	59	442 291
5023	Homefurnishings -----	164	787 402	44 100	1 539	110	243 507	30 226	1 159	54	543 895
503	Lumber and other construction materials -----	371	2 128 853	162 800	5 519	311	1 636 559	148 563	5 035	60	492 294
5031	Lumber, plywood, millwork, and wood panels -----	151	(D)	(D)	(D)	124	(D)	(D)	(D)	27	185 283
5032	Brick, stone, and related construction materials -----	70	(D)	(D)	(D)	64	154 462	18 320	627	6	(D)
5033	Roofing, siding, and insulation materials -----	68	430 774	22 803	878	52	227 054	18 283	730	16	203 720
5039	Construction materials, n.e.c. -----	82	(D)	(D)	(D)	71	(D)	(D)	(D)	11	(D)
504	Professional and commercial equipment and supplies -----	1 127	6 055 455	822 428	25 949	875	3 084 584	427 973	14 894	252	2 970 871
5043	Photographic equipment and supplies -----	58	303 916	29 521	1 021	48	136 307	11 904	550	10	167 609
5044	Office equipment -----	218	(D)	(D)	(D)	176	559 165	85 915	3 154	42	(D)
5045	Computers and computer peripheral equipment and software -----	417	(D)	(D)	(D)	289	(D)	(D)	(D)	128	1 766 171
5046	Commercial equipment, n.e.c. -----	123	(D)	(D)	(D)	104	(D)	(D)	(D)	19	83 869
5047	Medical, dental, and hospital equipment and supplies -----	179	779 085	93 725	3 033	146	453 929	67 732	2 231	33	325 156
5048	Ophthalmic goods -----	42	75 035	11 910	532	40	(D)	(D)	(D)	2	(D)
5049	Professional equipment and supplies, n.e.c. -----	90	374 183	44 315	1 690	72	293 333	35 701	1 510	18	80 850
505	Metals and minerals, except petroleum -----	165	(D)	(D)	(D)	127	(D)	(D)	(D)	38	(D)
5051	Metals service centers and offices -----	161	(D)	(D)	(D)	124	(D)	(D)	(D)	37	(D)
5052	Coal and other minerals and ores -----	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
506	Electrical goods -----	955	7 229 813	452 315	14 433	616	2 962 669	289 426	10 381	339	4 267 144
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	329	1 805 706	120 548	4 335	222	739 984	90 264	3 454	107	1 065 722
5064	Electrical appliances, television and radio sets -----	87	(D)	(D)	(D)	53	(D)	(D)	(D)	34	(D)
5065	Electronic parts and equipment, n.e.c. -----	539	(D)	(D)	(D)	341	(D)	(D)	(D)	198	(D)
507	Hardware, and plumbing and heating equipment and supplies -----	484	1 664 531	160 492	5 851	392	1 065 319	128 729	4 976	92	599 212
5072	Hardware -----	147	401 973	49 115	1 915	125	294 248	42 562	1 731	22	107 725
5074	Plumbing and heating equipment and supplies (hydronics) -----	207	934 847	74 409	2 715	173	556 762	60 841	2 354	34	378 085
5075	Warm air heating and air-conditioning equipment and supplies -----	95	253 537	29 503	885	65	(D)	(D)	(D)	30	(D)
5078	Refrigeration equipment and supplies -----	35	74 174	7 465	336	29	(D)	(D)	(D)	6	(D)

Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D.]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	BOSTON-LAWRENCE-SALEM, MA-NH CMSA — Con.										
50	Durable goods—Con.										
508	Machinery, equipment, and supplies -----	1 070	3 162 726	342 192	12 077	859	2 169 228	273 968	10 053	211	993 498
5082	Construction and mining (except petroleum) machinery and equipment -----	62	372 157	33 908	1 026	54	328 427	31 034	964	8	43 730
5083	Farm and garden machinery and equipment -----	39	104 988	9 793	332	35	(D)	(D)	(D)	4	(D)
5084	Industrial machinery and equipment -----	548	1 618 617	180 597	6 214	404	1 037 127	134 227	4 800	144	581 490
5085	Industrial supplies -----	246	739 182	78 673	2 861	211	(D)	(D)	(D)	35	(D)
5087	Service establishment equipment and supplies -----	129	(D)	(D)	(D)	116	(D)	(D)	(D)	13	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	46	(D)	(D)	(D)	39	(D)	(D)	(D)	7	12 000
509	Miscellaneous durable goods -----	640	1 725 249	116 891	4 917	528	1 182 060	98 562	4 324	112	543 189
5091	Sporting and recreational goods and supplies -----	118	528 145	32 776	1 356	87	307 025	25 922	1 153	31	221 120
5092	Toys and hobby goods and supplies -----	44	153 492	5 287	262	33	42 052	3 121	205	11	111 440
5093	Scrap and waste materials -----	162	(D)	(D)	(D)	154	266 693	30 319	1 298	8	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	139	388 837	26 950	1 109	126	341 861	23 474	1 009	13	46 976
5099	Durable goods, n.e.c. -----	177	(D)	(D)	(D)	128	224 429	15 726	659	49	(D)
51	Nondurable goods -----	2 828	31 642 722	1 291 802	46 537	2 218	(D)	(D)	(D)	610	(D)
511	Paper and paper products -----	420	3 493 369	175 558	6 398	332	(D)	(D)	(D)	88	(D)
5111	Printing and writing paper -----	60	(D)	(D)	(D)	46	(D)	(D)	(D)	14	(D)
5112	Stationery and office supplies -----	204	1 031 560	68 692	2 970	162	(D)	(D)	(D)	42	(D)
5113	Industrial and personal service paper -----	156	(D)	(D)	(D)	124	(D)	(D)	(D)	32	1 051 573
512	Drugs, drug proprietaries, and druggists' sundries --	75	1 194 489	56 687	2 138	50	621 854	34 479	1 522	25	572 635
5122	Drugs, drug proprietaries, and druggists' sundries -----	75	1 194 489	56 687	2 138	50	621 854	34 479	1 522	25	572 635
513	Apparel, piece goods, and notions -----	407	2 752 440	233 038	6 996	312	1 908 607	196 337	5 912	95	843 833
5131	Piece goods, notions, and other dry goods -----	115	509 686	38 988	1 677	95	(D)	(D)	(D)	20	(D)
5136	Men's and boys' clothing and furnishings -----	75	255 047	16 746	526	56	134 483	13 317	456	19	120 564
5137	Women's, children's and infants' clothing and accessories -----	105	512 537	48 383	1 628	76	(D)	(D)	(D)	29	(D)
5139	Footwear -----	112	1 475 170	128 921	3 165	85	1 025 327	104 979	2 428	27	449 843
514	Groceries and related products -----	920	10 994 356	447 683	16 463	741	6 031 991	316 505	12 084	179	4 962 365
5141	Groceries, general line -----	92	1 876 821	91 774	3 157	74	1 073 753	76 116	2 586	18	803 068
5142	Packaged frozen foods -----	75	1 393 603	60 943	2 006	52	956 544	46 763	1 579	23	437 059
5143	Dairy products, except dried or canned -----	47	413 569	19 077	800	39	(D)	(D)	(D)	8	(D)
5144	Poultry and poultry products -----	24	185 339	7 856	346	21	(D)	(D)	(D)	3	(D)
5145	Confectionery -----	44	237 691	11 116	555	26	71 119	7 296	310	18	166 572
5146	Fish and seafoods -----	140	880 186	43 761	1 643	130	783 921	39 663	1 531	10	96 265
5147	Meats and meat products -----	122	1 918 560	50 884	1 914	109	(D)	(D)	(D)	13	(D)
5148	Fresh fruits and vegetables -----	128	779 681	44 802	1 538	118	639 881	38 610	1 407	10	139 800
5149	Groceries and related products, n.e.c. -----	248	3 308 906	117 470	4 504	172	496 462	39 425	1 910	76	2 812 444
515	Farm-product raw materials -----	48	(D)	(D)	(D)	37	(D)	(D)	(D)	11	(D)
5153	Grain and field beans -----	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5154	Livestock -----	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5159	Farm-product raw materials, n.e.c. -----	42	(D)	(D)	(D)	32	(D)	(D)	(D)	10	(D)
516	Chemicals and allied products -----	225	(D)	(D)	(D)	168	635 371	58 619	1 946	57	(D)
5162	Plastics materials and basic forms and shapes -----	52	(D)	(D)	(D)	33	142 844	9 967	344	19	(D)
5169	Chemicals and allied products, n.e.c. -----	173	906 269	67 759	2 226	135	492 527	48 652	1 602	38	413 742
517	Petroleum and petroleum products -----	111	8 294 761	57 113	1 655	91	6 341 068	34 350	1 147	20	1 953 693
5171	Petroleum bulk stations and terminals -----	59	5 372 241	37 117	1 132	42	(D)	(D)	(D)	17	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	52	2 922 520	19 996	523	49	(D)	(D)	(D)	3	(D)
518	Beer, wine, and distilled alcoholic beverages -----	53	1 023 494	85 048	2 739	45	(D)	(D)	(D)	8	(D)
5181	Beer and ale -----	18	345 961	37 052	1 021	16	(D)	(D)	(D)	2	(D)
5182	Wine and distilled alcoholic beverages -----	35	677 533	47 996	1 718	29	562 104	45 680	1 652	6	115 429
519	Miscellaneous nondurable goods -----	569	2 137 676	147 609	7 251	442	1 518 761	115 418	6 025	127	618 915
5191	Farm supplies -----	74	(D)	(D)	(D)	68	89 437	9 242	545	6	(D)
5192	Books, periodicals, and newspapers -----	103	(D)	(D)	(D)	59	429 723	34 171	1 817	44	(D)
5193	Flowers, nursery stock, and florists' supplies -----	50	99 287	11 399	697	50	99 287	11 399	697	-	-
5194	Tobacco and tobacco products -----	24	493 457	15 604	827	22	(D)	(D)	(D)	2	(D)
5198	Paints, varnishes, and supplies -----	66	188 106	17 444	844	52	(D)	(D)	(D)	14	(D)
5199	Nondurable goods, n.e.c. -----	252	550 759	41 871	1 828	191	328 947	32 914	1 480	61	221 812
	Boston, MA PMSA										
	Wholesale trade -----	6 498	56 858 229	2 853 124	97 949	4 981	29 316 350	1 947 306	72 269	1 517	27 541 879
	(See appropriate State for SIC detail.)										
	Brockton, MA PMSA										
	Wholesale trade -----	310	1 622 952	150 068	6 173	274	1 307 055	125 241	5 138	36	315 897
	(See appropriate State for SIC detail.)										

Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	BOSTON-LAWRENCE-SALEM, MA-NH CMSA—Con.										
	Lawrence-Haverhill, MA-NH PMSA										
	Wholesale trade -----	604	2 462 683	227 720	8 320	501	1 716 425	189 055	7 127	103	746 258
50	Durable goods -----	447	1 505 402	149 350	5 436	370	1 001 049	122 018	4 643	77	504 353
501	Motor vehicles and motor vehicle parts and supplies -----	74	193 397	17 299	862	69	(D)	(D)	(D)	5	(D)
5012	Automobiles and other motor vehicles -----	10	117 895	5 973	213	7	(D)	(D)	(D)	3	(D)
5013	Motor vehicle supplies and new parts -----	46	55 877	7 879	495	45	(D)	(D)	(D)	1	(D)
5014	Tires and tubes -----	9	14 636	1 928	80	8	(D)	(D)	(D)	1	(D)
5015	Motor vehicle parts, used -----	9	4 989	1 519	74	9	4 989	1 519	74	-	-
502	Furniture and homefurnishings -----	24	59 796	7 659	281	22	(D)	(D)	(D)	2	(D)
5021	Furniture -----	16	48 947	5 712	215	14	(D)	(D)	(D)	2	(D)
5023	Homefurnishings -----	8	10 849	1 947	66	8	10 849	1 947	66	-	-
503	Lumber and other construction materials -----	28	235 670	22 663	839	26	(D)	(D)	(D)	2	(D)
5031	Lumber, plywood, millwork, and wood panels -----	14	203 632	19 723	705	14	203 632	19 723	705	-	-
5032	Brick, stone, and related construction materials -----	4	6 431	982	47	4	6 431	982	47	-	-
5033	Roofing, siding, and insulation materials -----	4	17 902	946	40	3	(D)	(D)	(D)	1	(D)
5039	Construction materials, n.e.c. -----	6	7 705	1 012	47	5	(D)	(D)	(D)	1	(D)
504	Professional and commercial equipment and supplies -----	77	230 979	40 990	1 203	65	177 276	31 828	892	12	53 703
5043	Photographic equipment and supplies -----	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5044	Office equipment -----	16	15 615	2 923	115	14	(D)	(D)	(D)	2	(D)
5045	Computers and computer peripheral equipment and software -----	27	108 046	27 753	801	22	(D)	(D)	(D)	5	(D)
5046	Commercial equipment, n.e.c. -----	8	6 319	354	22	6	(D)	(D)	(D)	2	(D)
5047	Medical, dental, and hospital equipment and supplies -----	18	87 755	9 068	216	16	(D)	(D)	(D)	2	(D)
5048	Ophthalmic goods -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5049	Professional equipment and supplies, n.e.c. -----	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum -----	8	35 360	2 788	111	6	(D)	(D)	(D)	2	(D)
5051	Metals service centers and offices -----	8	35 360	2 788	111	6	(D)	(D)	(D)	2	(D)
5052	Coal and other minerals and ores -----	-	-	-	-	-	-	-	-	-	-
506	Electrical goods -----	71	300 676	21 371	687	53	118 117	15 725	584	18	182 559
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	23	96 139	5 911	199	17	(D)	(D)	(D)	6	(D)
5064	Electrical appliances, television and radio sets -----	4	8 385	620	27	3	(D)	(D)	(D)	1	(D)
5065	Electronic parts and equipment, n.e.c. -----	44	196 152	14 840	461	33	86 817	10 770	393	11	109 335
507	Hardware, and plumbing and heating equipment and supplies -----	36	98 702	12 666	486	31	(D)	(D)	(D)	5	(D)
5072	Hardware -----	9	34 394	4 788	156	8	(D)	(D)	(D)	1	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	17	35 758	4 173	198	17	35 758	4 173	198	-	-
5075	Warm air heating and air-conditioning equipment and supplies -----	7	(D)	(D)	(D)	4	4 284	750	23	3	(D)
5078	Refrigeration equipment and supplies -----	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
508	Machinery, equipment, and supplies -----	79	289 442	17 763	613	59	124 731	13 096	503	20	164 711
5082	Construction and mining (except petroleum) machinery and equipment -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5083	Farm and garden machinery and equipment -----	6	37 749	3 907	102	6	37 749	3 907	102	-	-
5084	Industrial machinery and equipment -----	47	140 076	8 788	304	32	51 938	5 128	218	15	88 138
5085	Industrial supplies -----	12	79 517	2 413	89	8	(D)	(D)	(D)	4	(D)
5087	Service establishment equipment and supplies -----	8	17 273	1 249	67	7	(D)	(D)	(D)	1	(D)
5088	Transportation equipment and supplies, except motor vehicles -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
509	Miscellaneous durable goods -----	50	61 380	6 151	354	39	55 324	5 871	319	11	6 056
5091	Sporting and recreational goods and supplies -----	10	8 035	562	35	6	5 550	481	28	4	2 485
5092	Toys and hobby goods and supplies -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5093	Scrap and waste materials -----	16	30 304	3 534	182	15	(D)	(D)	(D)	1	(D)
5094	Jewelry, watches, precious stones, and precious metals -----	7	(D)	(D)	(D)	7	(D)	(D)	(D)	-	-
5099	Durable goods, n.e.c. -----	13	5 636	390	19	7	(D)	(D)	(D)	6	(D)
51	Nondurable goods -----	157	957 281	78 370	2 884	131	715 376	67 037	2 484	26	241 905
511	Paper and paper products -----	20	73 195	10 317	297	17	53 944	9 354	271	3	19 251
5111	Printing and writing paper -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5112	Stationery and office supplies -----	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
5113	Industrial and personal service paper -----	8	51 888	8 422	210	7	(D)	(D)	(D)	1	(D)
512	Drugs, drug proprietaries, and druggists' sundries -----	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
5122	Drugs, drug proprietaries, and druggists' sundries -----	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
513	Apparel, piece goods, and notions -----	16	89 984	17 868	450	16	89 984	17 868	450	-	-
5131	Piece goods, notions, and other dry goods -----	4	23 625	2 767	84	4	23 625	2 767	84	-	-
5136	Men's and boys' clothing and furnishings -----	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5139	Footwear -----	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
514	Groceries and related products -----	60	571 754	29 384	1 367	51	435 883	24 556	1 187	9	135 871
5141	Groceries, general line -----	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
5142	Packaged frozen foods -----	7	(D)	(D)	(D)	6	(D)	(D)	(D)	1	(D)
5143	Dairy products, except dried or canned -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5144	Poultry and poultry products -----	-	-	-	-	-	-	-	-	-	-
5145	Confectionery -----	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-

Table 8. **Summary Statistics for Metropolitan Statistical Areas: 1987—Con.**

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D.]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	BOSTON-LAWRENCE-SALEM, MA-NH CMSA—Con.										
	Lawrence-Haverhill, MA-NH PMSA—Con.										
51	Nondurable goods—Con.										
514	Groceries and related products—Con.										
5146	Fish and seafoods	11	28 520	1 708	110	11	28 520	1 708	110	-	-
5147	Meats and meat products	10	27 159	1 800	90	9	(D)	(D)	(D)	1	(D)
5148	Fresh fruits and vegetables	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5149	Groceries and related products, n.e.c.	18	234 156	13 581	626	12	106 416	8 900	452	6	127 740
515	Farm-product raw materials	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5153	Grain and field beans	-	-	-	-	-	-	-	-	-	-
5154	Livestock	-	-	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c.	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
516	Chemicals and allied products	11	44 933	6 273	173	9	(D)	(D)	(D)	2	(D)
5162	Plastics materials and basic forms and shapes	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
5169	Chemicals and allied products, n.e.c.	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
517	Petroleum and petroleum products	5	1 824	155	8	5	1 824	155	8	-	-
5171	Petroleum bulk stations and terminals	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
518	Beer, wine, and distilled alcoholic beverages	5	(D)	(D)	(D)	4	(D)	(D)	(D)	1	(D)
5181	Beer and ale	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5182	Wine and distilled alcoholic beverages	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
519	Miscellaneous nondurable goods	35	46 246	4 370	252	25	(D)	(D)	(D)	10	(D)
5191	Farm supplies	10	8 819	1 275	59	7	(D)	(D)	(D)	3	(D)
5192	Books, periodicals, and newspapers	3	1 764	404	32	2	(D)	(D)	(D)	1	(D)
5193	Flowers, nursery stock, and florists' supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5194	Tobacco and tobacco products	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5198	Paints, varnishes, and supplies	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5199	Nondurable goods, n.e.c.	18	22 549	1 839	98	12	(D)	(D)	(D)	6	(D)
	Lowell, MA-NH PMSA										
	Wholesale trade	338	1 509 422	142 568	5 184	273	1 047 803	104 806	4 036	65	461 619
50	Durable goods	262	895 334	99 039	3 393	214	577 296	71 857	2 630	48	318 038
501	Motor vehicles and motor vehicle parts and supplies	43	61 326	5 829	343	43	61 326	5 829	343	-	-
502	Furniture and home furnishings	7	8 398	598	30	4	(D)	(D)	(D)	3	(D)
503	Lumber and other construction materials	16	119 483	10 520	306	13	118 300	10 452	302	3	1 183
504	Professional and commercial equipment and supplies	39	164 685	34 130	1 067	29	74 929	16 745	546	10	89 756
505	Metals and minerals, except petroleum	10	39 154	2 537	99	6	(D)	(D)	(D)	4	(D)
506	Electrical goods	57	303 386	22 073	622	37	127 949	14 603	457	20	175 437
507	Hardware, and plumbing and heating equipment and supplies	19	43 919	5 064	217	16	(D)	(D)	(D)	3	(D)
508	Machinery, equipment, and supplies	47	97 904	13 118	494	44	(D)	(D)	(D)	3	(D)
509	Miscellaneous durable goods	24	57 079	5 170	215	22	(D)	(D)	(D)	2	(D)
51	Nondurable goods	76	614 088	43 529	1 791	59	470 507	32 949	1 406	17	143 581
511	Paper and paper products	17	150 460	13 997	596	13	(D)	(D)	(D)	4	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
514	Groceries and related products	24	271 045	18 128	673	18	(D)	(D)	(D)	6	(D)
515	Farm-product raw materials	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
516	Chemicals and allied products	10	31 954	3 009	98	6	(D)	(D)	(D)	4	(D)
517	Petroleum and petroleum products	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
519	Miscellaneous nondurable goods	15	(D)	(D)	(D)	13	(D)	(D)	(D)	2	(D)
	Nashua, NH PMSA										
	Wholesale trade	399	1 767 211	143 625	5 068	325	840 054	105 428	3 981	74	927 157
50	Durable goods	308	824 408	109 856	3 866	256	(D)	(D)	(D)	52	(D)
501	Motor vehicles and motor vehicle parts and supplies	38	35 989	5 130	266	38	35 989	5 130	266	-	-
502	Furniture and home furnishings	12	(D)	(D)	(D)	7	(D)	(D)	(D)	5	19 863
503	Lumber and other construction materials	20	59 641	6 172	182	16	54 895	5 863	172	4	4 746
504	Professional and commercial equipment and supplies	65	213 622	43 205	1 361	53	87 569	15 757	585	12	126 053
505	Metals and minerals, except petroleum	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-

Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D.]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	BOSTON-LAWRENCE-SALEM, MA-NH CMSA—Con.										
	Nashua, NH PMSA—Con.										
50	Durable goods—Con.										
506	Electrical goods	57	145 885	17 200	640	42	84 816	15 468	591	15	61 069
507	Hardware, and plumbing and heating equipment and supplies	27	82 546	8 875	356	24	(D)	(D)	(D)	3	(D)
508	Machinery, equipment, and supplies	57	164 769	17 201	604	46	143 435	16 559	571	11	21 334
509	Miscellaneous durable goods	29	40 096	5 259	202	27	(D)	(D)	(D)	2	(D)
51	Nondurable goods	91	942 803	33 769	1 202	69	(D)	(D)	(D)	22	(D)
511	Paper and paper products	21	(D)	(D)	(D)	17	(D)	(D)	(D)	4	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	2	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
513	Apparel, piece goods, and notions	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
514	Groceries and related products	22	208 276	4 134	167	15	(D)	(D)	(D)	7	(D)
515	Farm-product raw materials	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products	14	28 067	2 263	99	12	(D)	(D)	(D)	2	(D)
517	Petroleum and petroleum products	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	(D)
518	Beer, wine, and distilled alcoholic beverages	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
519	Miscellaneous nondurable goods	20	44 190	3 428	146	13	35 056	2 765	120	7	9 134
	Salem-Gloucester, MA PMSA										
	Wholesale trade	545	2 315 911	179 729	6 464	453	1 810 750	157 791	5 765	92	505 161
	(See appropriate State for SIC detail.)										
	MANCHESTER, NH MSA										
	Wholesale trade	373	1 646 907	149 063	5 776	303	1 310 752	115 338	4 743	70	336 155
50	Durable goods	266	968 707	108 761	4 004	223	745 533	80 806	3 186	43	223 174
501	Motor vehicles and motor vehicle parts and supplies	41	202 982	22 272	814	39	(D)	(D)	(D)	2	(D)
502	Furniture and home furnishings	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
503	Lumber and other construction materials	31	(D)	(D)	(D)	27	184 974	10 927	421	4	(D)
504	Professional and commercial equipment and supplies	61	184 622	37 887	1 235	49	89 257	16 731	648	12	95 365
505	Metals and minerals, except petroleum	4	17 688	2 416	104	3	(D)	(D)	(D)	1	(D)
506	Electrical goods	36	122 011	8 705	353	28	78 624	6 120	291	8	43 387
507	Hardware, and plumbing and heating equipment and supplies	21	90 454	7 801	298	18	(D)	(D)	(D)	3	(D)
508	Machinery, equipment, and supplies	50	106 871	13 244	501	39	75 925	10 987	419	11	30 946
509	Miscellaneous durable goods	14	32 963	3 298	152	14	32 963	3 298	152	-	-
51	Nondurable goods	107	678 200	40 302	1 772	80	565 219	34 532	1 557	27	112 981
511	Paper and paper products	14	(D)	(D)	(D)	11	21 092	2 457	91	3	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	(D)
513	Apparel, piece goods, and notions	9	(D)	(D)	(D)	8	12 994	892	29	1	(D)
514	Groceries and related products	35	327 476	18 418	755	25	259 608	14 845	624	10	67 868
515	Farm-product raw materials	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products	9	13 673	1 300	57	8	(D)	(D)	(D)	1	(D)
517	Petroleum and petroleum products	6	(D)	(D)	(D)	3	(D)	(D)	(D)	3	(D)
518	Beer, wine, and distilled alcoholic beverages	8	(D)	(D)	(D)	4	(D)	(D)	(D)	4	(D)
519	Miscellaneous nondurable goods	25	212 664	9 453	556	20	203 741	8 768	520	5	8 923
	PORTSMOUTH-DOVER-ROCHESTER, NH- ME MSA										
	Wholesale trade	325	1 161 590	65 785	2 882	282	902 967	60 273	2 669	43	258 623
50	Durable goods	210	417 435	40 241	1 750	187	336 647	38 015	1 692	23	80 788
501	Motor vehicles and motor vehicle parts and supplies	32	61 457	7 893	429	31	(D)	(D)	(D)	1	(D)
502	Furniture and home furnishings	10	(D)	(D)	(D)	10	(D)	(D)	(D)	-	(D)
503	Lumber and other construction materials	19	82 330	5 769	215	16	77 395	5 375	209	3	4 935
504	Professional and commercial equipment and supplies	26	27 304	2 725	118	24	(D)	(D)	(D)	2	(D)
505	Metals and minerals, except petroleum	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
506	Electrical goods	17	64 522	4 009	159	13	(D)	(D)	(D)	4	(D)
507	Hardware, and plumbing and heating equipment and supplies	27	45 420	4 815	222	24	(D)	(D)	(D)	3	(D)
508	Machinery, equipment, and supplies	44	83 808	9 364	353	38	65 224	8 780	331	6	18 584
509	Miscellaneous durable goods	29	26 383	2 272	113	26	(D)	(D)	(D)	3	(D)
51	Nondurable goods	115	744 155	25 544	1 132	95	566 320	22 258	977	20	177 835
511	Paper and paper products	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	(D)
513	Apparel, piece goods, and notions	8	(D)	(D)	(D)	6	(D)	(D)	(D)	2	(D)
514	Groceries and related products	44	151 935	7 503	380	34	41 901	5 103	264	10	110 034
515	Farm-product raw materials	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	(D)

Table 8. Summary Statistics for Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Geographic area and kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	PORTSMOUTH-DOVER-ROCHESTER, NH- ME MSA—Con.										
51	Nondurable goods—Con.										
516	Chemicals and allied products-----	11	24 373	1 431	45	8	(D)	(D)	(D)	3	(D)
517	Petroleum and petroleum products-----	12	281 064	5 948	239	11	(D)	(D)	(D)	1	(D)
518	Beer, wine, and distilled alcoholic beverages-----	4	(D)	(D)	(D)	2	(D)	(D)	(D)	2	(D)
519	Miscellaneous nondurable goods-----	28	35 458	3 598	192	26	(D)	(D)	(D)	2	(D)

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
	Wholesale trade	696	1 636 555	151 645	6 719	618	1 270 720	125 805	5 829	78	365 835
50	Durable goods.....	471	881 511	92 521	4 026	424	751 364	87 359	3 833	47	130 147
501	Motor vehicles and motor vehicle parts and supplies.....	91	170 082	19 112	959	90	(D)	(D)	(D)	1	(D)
5012	Automobiles and other motor vehicles	21	84 301	6 644	306	21	84 301	6 644	306	-	-
5013	Motor vehicle supplies and new parts	54	63 362	9 824	517	53	(D)	(D)	(D)	1	(D)
5014	Tires and tubes	5	16 426	1 667	67	5	16 426	1 667	67	-	-
5015	Motor vehicle parts, used	11	5 993	977	69	11	5 993	977	69	-	-
502	Furniture and homefurnishings	11	13 719	1 716	83	10	(D)	(D)	(D)	1	(D)
5021	Furniture	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5023	Homefurnishings	9	(D)	(D)	(D)	8	(D)	(D)	(D)	1	(D)
503	Lumber and other construction materials	42	99 078	9 460	345	37	(D)	(D)	(D)	5	(D)
5031	Lumber, plywood, millwork, and wood panels	16	69 941	4 805	161	15	(D)	(D)	(D)	1	(D)
5032	Brick, stone, and related construction materials	12	13 612	2 867	107	12	13 612	2 867	107	-	-
5033	Roofing, siding, and insulation materials	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5039	Construction materials, n.e.c.	13	(D)	(D)	(D)	9	(D)	(D)	(D)	4	(D)
504	Professional and commercial equipment and supplies.....	53	41 810	5 624	362	52	(D)	(D)	(D)	1	(D)
5043	Photographic equipment and supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5044	Office equipment	23	13 255	2 464	167	23	13 255	2 464	167	-	-
5045	Computers and computer peripheral equipment and software	14	13 095	876	76	14	13 095	876	76	-	-
5046	Commercial equipment, n.e.c.	4	(D)	(D)	(D)	4	(D)	(D)	(D)	-	-
5047	Medical, dental, and hospital equipment and supplies.....	6	7 687	819	34	5	(D)	(D)	(D)	1	(D)
5048	Ophthalmic goods	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5049	Professional equipment and supplies, n.e.c.	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
505	Metals and minerals, except petroleum	9	35 908	3 155	117	6	(D)	(D)	(D)	3	(D)
5051	Metals service centers and offices	9	35 908	3 155	117	6	(D)	(D)	(D)	3	(D)
5052	Coal and other minerals and ores	-	-	-	-	-	-	-	-	-	-
506	Electrical goods	44	66 194	6 723	313	36	44 043	4 963	236	8	22 151
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	26	45 984	4 336	192	23	36 140	3 844	173	3	9 844
5064	Electrical appliances, television and radio sets	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5065	Electronic parts and equipment, n.e.c.	17	(D)	(D)	(D)	12	(D)	(D)	(D)	5	12 307
507	Hardware, and plumbing and heating equipment and supplies.....	42	60 208	6 266	308	40	(D)	(D)	(D)	2	(D)
5072	Hardware	9	2 809	358	29	9	2 809	358	29	-	-
5074	Plumbing and heating equipment and supplies (hydronics)	28	55 140	5 469	258	27	(D)	(D)	(D)	1	(D)
5075	Warm air heating and air-conditioning equipment and supplies	4	(D)	(D)	(D)	3	(D)	(D)	(D)	1	(D)
5078	Refrigeration equipment and supplies	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
508	Machinery, equipment, and supplies	120	327 998	34 137	1 255	104	285 033	32 862	1 210	16	42 965
5082	Construction and mining (except petroleum) machinery and equipment	19	146 473	14 754	460	19	146 473	14 754	460	-	-
5083	Farm and garden machinery and equipment	23	44 951	4 357	213	23	44 951	4 357	213	-	-
5084	Industrial machinery and equipment	46	52 752	7 897	302	35	47 293	7 556	285	11	5 459
5085	Industrial supplies	25	60 587	4 217	172	20	23 081	3 283	144	5	37 506
5087	Service establishment equipment and supplies	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5088	Transportation equipment and supplies, except motor vehicles	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
509	Miscellaneous durable goods	59	66 514	6 328	284	49	51 752	5 853	269	10	14 762
5091	Sporting and recreational goods and supplies	15	31 476	2 476	76	12	(D)	(D)	(D)	3	(D)
5092	Toys and hobby goods and supplies	6	3 068	547	35	6	3 068	547	35	-	-
5093	Scrap and waste materials	12	15 458	1 169	61	11	(D)	(D)	(D)	1	(D)
5094	Jewelry, watches, precious stones, and precious metals	4	3 743	425	13	3	(D)	(D)	(D)	1	(D)
5099	Durable goods, n.e.c.	22	12 769	1 711	99	17	9 373	1 536	93	5	3 396

Table 9. Summary Statistics for the Area Outside Metropolitan Statistical Areas: 1987—Con.

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For definitions of CMSA's, MSA's, and PMSA's, see appendix D.]

1987 SIC code	Kind of business	Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Merchant wholesalers				Other operating types	
						Estab- lish- ments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Estab- lish- ments (number)	Sales (\$1,000)
51	Nondurable goods	225	755 044	59 124	2 693	194	519 356	38 446	1 996	31	235 688
511	Paper and paper products	31	155 319	17 985	659	25	(D)	(D)	(D)	6	(D)
5111	Printing and writing paper	6	(D)	(D)	(D)	5	(D)	(D)	(D)	1	(D)
5112	Stationery and office supplies	16	(D)	(D)	(D)	13	(D)	(D)	(D)	3	(D)
5113	Industrial and personal service paper	9	(D)	(D)	(D)	7	(D)	(D)	(D)	2	(D)
512	Drugs, drug proprietaries, and druggists' sundries ..	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5122	Drugs, drug proprietaries, and druggists' sundries	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
513	Apparel, piece goods, and notions	23	55 332	3 240	162	20	(D)	(D)	(D)	3	(D)
5131	Piece goods, notions, and other dry goods	6	20 687	1 337	56	5	(D)	(D)	(D)	1	(D)
5136	Men's and boys' clothing and furnishings	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5137	Women's, children's and infants' clothing and accessories	8	(D)	(D)	(D)	7	(D)	(D)	(D)	1	(D)
5139	Footwear	3	(D)	(D)	(D)	2	(D)	(D)	(D)	1	(D)
514	Groceries and related products	61	233 750	14 228	702	49	183 689	9 413	523	12	50 061
5141	Groceries, general line	6	(D)	(D)	(D)	6	(D)	(D)	(D)	-	-
5142	Packaged frozen foods	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5143	Dairy products, except dried or canned	8	17 630	1 063	73	6	(D)	(D)	(D)	2	(D)
5144	Poultry and poultry products	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5145	Confectionery	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5146	Fish and seafoods	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5147	Meats and meat products	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5148	Fresh fruits and vegetables	10	10 231	844	65	10	10 231	844	65	-	-
5149	Groceries and related products, n.e.c.	23	74 195	7 174	274	13	(D)	(D)	(D)	10	(D)
515	Farm-product raw materials	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5153	Grain and field beans	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5154	Livestock	-	-	-	-	-	-	-	-	-	-
5159	Farm-product raw materials, n.e.c.	-	-	-	-	-	-	-	-	-	-
516	Chemicals and allied products	18	16 656	2 894	112	15	15 377	2 694	105	3	1 279
5162	Plastics materials and basic forms and shapes	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5169	Chemicals and allied products, n.e.c.	16	(D)	(D)	(D)	13	(D)	(D)	(D)	3	1 279
517	Petroleum and petroleum products	28	(D)	(D)	(D)	27	(D)	(D)	(D)	1	(D)
5171	Petroleum bulk stations and terminals	16	(D)	(D)	(D)	15	(D)	(D)	(D)	1	(D)
5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	12	(D)	(D)	(D)	12	(D)	(D)	(D)	-	-
518	Beer, wine, and distilled alcoholic beverages	7	84 395	5 949	177	5	(D)	(D)	(D)	2	(D)
5181	Beer and ale	5	(D)	(D)	(D)	5	(D)	(D)	(D)	-	-
5182	Wine and distilled alcoholic beverages	2	(D)	(D)	(D)	-	-	-	-	2	(D)
519	Miscellaneous nondurable goods	51	87 637	8 700	562	47	(D)	(D)	(D)	4	(D)
5191	Farm supplies	16	16 417	1 485	104	13	(D)	(D)	(D)	3	(D)
5192	Books, periodicals, and newspapers	12	36 239	4 860	312	12	36 239	4 860	312	-	-
5193	Flowers, nursery stock, and florists' supplies	2	(D)	(D)	(D)	2	(D)	(D)	(D)	-	-
5194	Tobacco and tobacco products	3	(D)	(D)	(D)	3	(D)	(D)	(D)	-	-
5198	Paints, varnishes, and supplies	1	(D)	(D)	(D)	1	(D)	(D)	(D)	-	-
5199	Nondurable goods, n.e.c.	17	12 047	895	66	16	(D)	(D)	(D)	1	(D)

Table 10. Places With 2,500 Inhabitants or More Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F.]

Geographic area	Rank ¹	Sales (\$1,000)	Cumulative		Geographic area	Rank ¹	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
New Hampshire	(X)	6 771 339	6 771 339	100.0	New Hampshire—Con.				
Manchester	1	1 374 686	1 374 686	20.3	Hampton town	12	42 822	3 961 769	58.5
Nashua	2	1 128 983	2 503 669	37.0	Derry town	13	42 689	4 004 458	59.1
Portsmouth	3	321 337	2 825 006	41.7	Berlin	14	40 259	4 044 717	59.7
Hudson town	4	243 883	3 068 889	45.3	Claremont	15	34 167	4 078 884	60.2
Salem town	5	229 029	3 297 918	48.7	Durham town	16	31 162	4 110 046	60.7
Exeter town	6	142 900	3 440 818	50.8	Goffstown town	17	15 942	4 125 988	60.9
Londonderry town	7	132 008	3 572 826	52.8	Somersworth	18	15 927	4 141 915	61.2
Merrimack town	8	106 032	3 678 858	54.3	Concord	(X)	(D)	(X)	(X)
Lebanon	9	95 196	3 774 054	55.7	Franklin	(X)	(D)	(X)	(X)
Dover	10	91 941	3 865 995	57.1	Keene	(X)	(D)	(X)	(X)
Rochester	11	52 952	3 918 947	57.9	Laconia	(X)	(D)	(X)	(X)

¹Places with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.

Table 11. Counties Ranked by Volume of Sales: 1987

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A. For information on geographic areas followed by ▲, see appendix F]

Geographic area	Rank ¹	Sales (\$1,000)	Cumulative		Geographic area	Rank ¹	Sales (\$1,000)	Cumulative	
			Sales (\$1,000)	Percent of State total				Sales (\$1,000)	Percent of State total
New Hampshire-----	(X)	6 771 339	6 771 339	100.0	New Hampshire—Con.				
Hillsborough-----	1	3 301 001	3 301 001	48.7	Coos-----	6	185 087	6 266 878	92.6
Rockingham-----	2	1 665 044	4 966 045	73.3	Grafton-----	7	177 961	6 444 839	95.2
Merrimack-----	3	623 251	5 589 296	82.5	Belknap-----	8	146 174	6 591 013	97.3
Cheshire-----	4	262 544	5 851 840	86.4	Carroll-----	9	109 229	6 700 242	99.0
Strafford-----	5	229 951	6 081 791	89.8	Sullivan-----	10	71 097	6 771 339	100.0

¹Counties with suppressed sales (if applicable) are listed at end of table rather than by rank to avoid disclosing data for individual companies.



APPENDIX A.

General Explanation

CENSUS COVERAGE AND METHODOLOGY

Structure and method of enumeration—All wholesale firms that had at least one quarter of payroll in 1987 were included in the census of wholesale trade and were mailed either a regular census form or a short form designed to collect basic data and classification information only. The coverage and the method of obtaining census information from each follow:

1. Large companies, i.e., all multiunit firms and all single unit firms above the payroll size cutoff established to separate large from small employers, and a 10-percent sample of the small employers were mailed the appropriate 1987 Census of Distributive Trades establishment report forms. Although the payroll cutoff varied by kind of business, small employers generally included firms with one to three employees and represented about 10 percent of total wholesale sales. For the large companies, a report of company organization is conducted periodically to identify firms which operated establishments at more than one location and to obtain information on payroll and mid-March employment at each location. The 1986 Report of Company Organization was used as a coverage check in the census. In the census mailing package containing the appropriate 1987 questionnaires, multiestablishment firms also were sent a form to use in updating the list of establishments with those opened since 1986.
2. Small companies other than those included in the 10-percent sample described above were mailed the short forms, which did not include questions on sales by commodity lines and employment by principal activity.

Method of classifying kinds of business—Establishments receiving the regular census forms were classified on the basis of their answers to questions on sales by commodity lines and other inquiries. Those that received short forms were classified on the basis of their self-designation and answers to other inquiries.

COMPARABILITY OF THE 1982 AND 1987 CENSUSES

The 1982 and 1987 censuses were conducted under similar conditions and procedures except for the following:

Classifications—In 1982, classifications were based on the 1972 Standard Industrial Classification (SIC) Manual and its 1977 Supplement. For 1987, classifications are based on the 1987 SIC Manual.¹ There are major revisions to the SIC structure for 1987 which limit the comparability of data between the 1982 and 1987 censuses. The kinds of business involving the most significant changes for wholesale trade are within SIC major groups 501, 503, 504, 506, 508, 509, 513, 515, 516, and 519. These changes are described in detail in the "Kind-of-Business Classifications" section below and in appendix H.

It was not possible to retabulate 1982 data based on the revised 1987 classifications for comparative purposes since, in many cases, the necessary information was not available for assigning the new 1987 classifications to the 1982 records. However, 1987 census records were assigned both a 1987 and 1982 census classification. Census data for 1987 are presented based on the 1987 classifications for all geographic areas included in this publication (see "Geographic Areas Covered" in the Introduction). In addition, data for the United States and each State are presented for both 1987 and 1982 based on the 1972 classifications in tables 3 and 4 of this publication.

Geographic areas—The boundaries of a number of areas for which data are shown in the 1987 census are not the same as in the 1982 census because of annexations; other boundary changes; and redefinitions of previously defined standard metropolitan statistical areas (SMSA's) and standard consolidated statistical areas (SCSA's) into metropolitan statistical areas (MSA's), primary metropolitan statistical areas (PMSA's), and consolidated metropolitan statistical areas (CMSA's).²

Establishments—In 1982 and prior censuses, the count of establishments (defined below) represented the number

¹Standard Industrial Classification Manual: 1987. For sale by Superintendent of Documents, U.S. Government Printing Office, Washington, DC 20402. Stock No. 041-001-00314-2.

²Newly defined metropolitan statistical areas (MSA's) and also certain terminology changes were announced by the Office of Management and Budget (OMB) effective June 30, 1983. The previous term "standard metropolitan statistical area" was shortened to metropolitan statistical area. If an area has more than 1 million population and meets certain other specified requirements, it now is termed a "consolidated metropolitan statistical area" (CMSA) and consists of major components recognized as "primary metropolitan statistical areas" (PMSA's). Many of these PMSA's were formerly recognized as SMSA's and the majority were also included in standard consolidated statistical areas defined by OMB beginning in 1975, each of which consisted of two or more closely associated SMSA's. Metropolitan areas not included in CMSA's are designated simply as metropolitan statistical areas (MSA's).

in business at the end of the year. For 1987, the count of establishments in this publication represents those in business at any time during 1987.

A comparison of the number of establishments in business at the end of the year versus the number active any time during the year for the State as a whole is presented in appendix G.

EXPLANATION OF TERMS

Establishments—An establishment is a single physical location at which business is conducted. It is not necessarily identical with a company or enterprise, which may consist of one establishment or more. Census of wholesale trade figures represent a summary of reports for individual establishments rather than companies. For cases where a census report was received, separate information was obtained for each location where business was conducted. When administrative records of other Federal agencies were used instead of a census report, no information was available on the number of locations operated. Estimates of this number were derived from a sample and will be provided in the wholesale trade report, Miscellaneous Subjects (WC87-S-4). Each wholesale establishment was tabulated according to the physical location at which the business was conducted. The count of establishments in this publication represents the number in business at any time during the year.

When two activities or more were carried on at a single location under a single ownership, all activities generally were grouped together as a single establishment. The entire establishment was classified on the basis of its major activity and all data for it were included in that classification. However, when distinct and separate economic activities (for which different industry classification codes were appropriate) were conducted under the same ownership at a single location, and when conditions prescribed by the SIC manual for recognizing the existence of more than one establishment were met, separate establishment reports for each of the different activities were obtained in the census.

Firms—A firm is a business organization or entity consisting of one domestic establishment (location) or more under common ownership or control. All establishments of subsidiary firms are included as part of the owning or controlling firm. For the economic censuses, the terms "firm" and "company" are synonymous.

Sales—Sales include merchandise sold for cash or credit at wholesale and retail by establishments primarily engaged in wholesale trade; receipts from rental or leasing of vehicles, equipment, instruments, tools, etc.; receipts for delivery, installation, maintenance, repair, alteration, storage, and other services; and gasoline, liquor, tobacco, and other excise taxes which are paid by the manufacturer and passed on to the wholesaler.

Sales are net after deductions for refunds and allowances for merchandise returned by customers. Trade-in allowances are not deducted from total sales. Total sales do not include carrying or other credit charges; sales (or other) taxes collected from customers and forwarded to taxing authorities; and nonoperating income from such sources as investments, rental or sale of real estate, etc.

Sales in this report do not include wholesale sales made by manufacturers, retailers, service establishments, or other businesses whose primary activity is other than wholesale trade. They do include receipts other than from the sale of merchandise at wholesale, e.g., service receipts, retail sales, etc., by establishments primarily engaged in wholesale trade.

Sales figures include sales of all establishments in business at any time during the year. Sales shown for agents and brokers represented the value of the goods involved in the transactions rather than the commissions received or earnings.

Annual payroll—Payroll includes all forms of compensation such as salaries, wages, commissions, bonuses, vacation allowances, sick-leave pay, and the value of payments in kind (e.g., free meals and lodgings) paid during the year to all employees. For corporations, it includes amounts paid to officers and executives; for unincorporated businesses, it does not include profit or other compensation of proprietors or partners. Payroll is reported before deductions for social security, income tax, insurance, union dues, etc. This definition of payroll is the same as that used by the IRS on form 941.

First quarter payroll—This item consists of payroll, as defined above, paid to persons employed at any time during the quarter January to March 1987.

Paid employees for pay period including March 12—Paid employees consist of the full-time and part-time employees, including salaried officers and executives of corporations, who were on the payroll in the pay period including March 12. Included are employees on paid sick leave, paid holidays, and paid vacations; not included are proprietors and partners of unincorporated businesses. The definition of paid employees is the same as that used on IRS form 941.

1987 and 1986 inventories—Inventories consist of stocks of merchandise for sale at the end of 1987 and 1986. They were reported on an ownership basis; all merchandise owned by reporting establishments is included, even though some may be held by others for sale on consignment. Goods held by the reporting establishment, but owned by others, are not included. Data for 1987 and 1986 inventories LIFO composition will be published in the 1987 Census of Wholesale Trade Miscellaneous Subjects report (WC87-S-4).

Operating expenses—Operating expenses include payroll as well as overhead expenses of the establishment. They do not include the cost of goods sold or income or excise taxes, or withdrawals by proprietors or partners of unincorporated businesses.

Auxiliary establishments— Each company included in the census was asked to identify and report separately those auxiliary locations whose primary functions were to manage, administer, service, or support the activities of the other establishments of the company. Data in this report do not include auxiliary establishments. Data for auxiliaries are presented for more detailed industry breakdowns in a subsequent report issued as part of the 1987 Enterprise Statistics reports.

KIND-OF-BUSINESS CLASSIFICATIONS

Wholesale trade, major groups 50 and 51 in the 1987 SIC manual, includes establishments primarily engaged in selling merchandise to retailers; to industrial, commercial, institutional, farm, or professional business users; or to other wholesalers; or acting as agents or brokers in buying merchandise for or selling merchandise to such persons or companies.

The principal types of establishments included are:

1. Merchant wholesalers who take title to the goods they sell, such as wholesale merchants or jobbers, industrial distributors, voluntary group wholesalers, drop shippers, retailer cooperative warehouses, terminal elevators, and cooperative buying associations.
2. Manufacturers' sales branches and sales offices (but not retail stores) maintained by manufacturing or mining enterprises apart from their plants or mines for the purpose or marketing their products.
3. Agents, brokers, and commission merchants who buy or sell products owned by others on a commission or agency basis.

Establishments primarily engaged in the wholesale distribution of used products are classified on the basis of the product sold. Establishments primarily engaged in selling merchandise to contractors are included in wholesale trade, with the exception of lumber yards and paint, glass, and wallpaper stores. These exceptions are classified in retail trade if they sell to the general public, even if a higher proportion of their sales is made to contractors.

Establishments covered by the census were assigned kind-of-business classifications according to the industry classifications defined in the 1972 and 1987 SIC Manuals. Establishments were classified into 1972 SIC based kinds-of-business that were detailed enough to provide a direct conversion to a 1987 SIC based kind of business. Each establishment, therefore, has both a 1972 and a 1987 SIC based kind of business which greatly simplifies tabulations

of bridge tables and comparison tables in this publication. All other State tables and all substate geographic tables use the 1987 SIC based classifications.

Kind-of-business classifications are not interchangeable with commodity classifications, because most businesses sell several kinds of commodities. The kind-of-business code assigned generally reflects either the individual commodity or the commodity group which is the primary source of the establishment's receipts, or some mixture of commodities which characterizes the establishment's business. Thus, the classification of establishments by kind of business does not make it possible to determine either the number of establishments handling a particular commodity or the sales of that commodity. For example, the groceries and related products classification excludes establishments selling food if the sale of food is not the primary source of receipts; moreover, even though establishments are classified as groceries and related products, some of their receipts may be derived from the sale of nonfood products. Information on the extent to which commodities are handled by different kinds of business is available in the 1987 Census of Wholesale Trade report, Commodity Line Sales (WC87-S-3). Descriptions of the 1987 Census of Wholesale Trade kind-of-business classifications follow:

Durable Goods (SIC Major Group 50)

This major group includes establishments primarily engaged in the wholesale distribution of durable goods.

Motor vehicles and motor vehicle parts and supplies (SIC 501)

Automobiles and other motor vehicles (SIC 5012)—Establishments primarily engaged in the wholesale distribution of new and used passenger automobiles, trucks, trailers, and other motor vehicles, including motorcycles, motor homes, and snowmobiles. Automobile distributors primarily engaged in selling at retail to individual customers for personal use, and also selling a limited amount of new and used passenger automobiles and trucks at wholesale, are classified in Retail Trade, Industry 5511.

SIC 5012 is subdivided in some tables into—

1. Automobiles and motorcycles
2. Buses and recreational vehicles
3. Light trucks (14,000 lb or less)
4. Medium and heavy trucks (Over 14,000 lb)

Motor vehicle supplies and new parts (SIC 5013)—Establishments primarily engaged in the wholesale distribution of motor vehicle supplies, accessories, tools, and equipment; and new motor vehicle parts.

SIC 5013 is subdivided in some tables into—

1. Motor vehicle supplies and new parts—warehouse distributors

- a. Motor vehicle supplies and new parts—warehouse distributors (without machine shop).
- b. Motor vehicle supplies and new parts—warehouse distributors (with machine shop).
2. Motor vehicle supplies and new parts—jobbers
 - a. Motor vehicle supplies and new parts—jobbers (without machine shop).
 - b. Motor vehicle supplies and new parts—jobbers (with machine shop).
3. Petroleum products marketing equipment

Tires and tubes (SIC 5014)—Establishments primarily engaged in the wholesale distribution of tires and tubes for passenger and commercial vehicles.

Motor vehicle parts, used (SIC 5015)—Establishments primarily engaged in the distribution at wholesale or retail of used motor vehicle parts. This industry includes establishments primarily engaged in dismantling motor vehicles for the purpose of selling parts. Establishments primarily engaged in dismantling motor vehicles for scrap are classified in Industry 5093.

Furniture and homefurnishings (SIC 502)

Furniture (SIC 5021)—Establishments primarily engaged in the wholesale distribution of furniture, including bed-springs, mattresses, and other household furniture; office furniture; and furniture for public parks and buildings. Establishments primarily engaged in the wholesale distribution of partitions, shelving, lockers, and store fixtures are classified in Industry 5046.

SIC 5021 is subdivided in some tables into—

1. Household and lawn furniture.
2. Office and business furniture.

Homefurnishings (SIC 5023)—Establishments primarily engaged in the wholesale distribution of homefurnishings and housewares, including antiques; china; glassware and earthenware; lamps (including electric), curtains and draperies; linens and towels; and carpets, linoleum, and all other types of hard and soft surface floor coverings. Establishments primarily engaged in the wholesale distribution of other electrical household goods are classified in Industry 5064, and those distributing precious metal flatware are classified in Industry 5094.

SIC 5023 is subdivided in some tables into—

1. Household china, glassware, and crockery.
2. Linens, domestics, draperies and curtains.
3. Floor coverings.
4. Other homefurnishings.

Lumber and other construction materials (SIC 503)

Lumber, plywood, millwork and wood panels (SIC 5031)—Establishments, with or without yards, primarily engaged in the wholesale distribution of rough, dressed, and finished lumber (but not timber); plywood; reconstituted wood fiber products; doors and windows and their frames (all materials); wood fencing; and other wood or metal millwork.

SIC 5031 is subdivided in some tables into—

1. Lumber—without yard.
2. Lumber—with yard.
3. Plywood, millwork, and wood panels

Brick, Stone, and Related Construction Materials (SIC 5032)—Establishments primarily engaged in the wholesale distribution of stone, cement, lime construction sand, and gravel; brick (except refractory); asphalt and concrete mixtures; and concrete, stone, and structural clay products (other than refractories). Distributors of industrial sand and of refractory materials are classified in Industry 5085. Establishments primarily engaged in producing ready-mixed concrete are classified in Manufacturing, Industry 3273.

Roofing, Siding, and Insulation Materials (SIC 5033)—Establishments primarily engaged in the wholesale distribution of roofing, siding (except wood), and insulation materials.

Construction materials, n.e.c. (SIC 5039)—Establishments primarily engaged in the wholesale distribution of mobile homes and of construction materials, not elsewhere classified, including prefabricated buildings and glass. Establishments selling construction materials to the general public and known as retail in the trade are classified in Retail Trade, Industry 5211. Establishments primarily engaged in marketing heavy structural metal products are classified in Industry 5051.

SIC 5039 is subdivided in some tables into—

1. Flat glass and other construction glass.
2. Other construction materials.

Professional and Commercial Equipment and Supplies (SIC 504)

Photographic equipment and supplies (SIC 5043)—Establishments primarily engaged in the wholesale distribution of photographic equipment and supplies. Establishments primarily engaged in the wholesale distribution of photocopy, microfilm, and similar equipment are classified in Industry 5044.

Office equipment (SIC 5044)—Establishments primarily engaged in the wholesale distribution of office machines and related equipment, including photocopy and microfilm equipment and safes and vaults. These establishments frequently also sell office supplies. However, establishments primarily engaged in wholesaling most office supplies are classified in Industry Group 511. Establishments primarily engaged in wholesaling office furniture are classified in Industry Group 5021; and those wholesaling computers and peripheral equipment are classified in Industry 5045.

Computers and computer peripheral equipment and software (SIC 5045)—Establishments primarily engaged in the wholesale distribution of computers, computer peripheral equipment, and computer software. These establishments frequently also may sell related supplies, but establishments primarily engaged in wholesaling supplies are classified according to the individual product (for example, computer paper in Industry 5112). Establishments primarily engaged in the wholesale distribution of modems and other electronic communications equipment are classified in Industry 5065. Establishments primarily engaged in selling computers and computer peripheral equipment and software for other than business or professional use are classified in Retail Trade, Industry 5734.

SIC 5045 is subdivided in some tables into—

1. Computers and peripheral equipment (selling primarily to business customers).
2. Computer software (prepackaged, off-the-shelf).

Commercial Equipment, n.e.c. (SIC 5046)— Establishments primarily engaged in the wholesale distribution of commercial and related machines and equipment, not elsewhere classified, such as commercial cooking and food service equipment; partitions, shelving, lockers, and store fixtures; electrical signs; and balances and scales, except laboratory.

SIC 5046 is subdivided in some tables into—

1. Restaurant and hotel equipment and supplies.
2. Store machines and equipment.

Medical, dental, and hospital equipment and supplies (SIC 5047)— Establishments primarily engaged in the wholesale distribution of surgical and other medical instruments, apparatus, and equipment; dentist equipment; artificial limbs; operating room and hospital equipment; X-ray machines; and other electromedical equipment and apparatus used by physicians and in hospitals. Also included in this industry are establishments primarily engaged in the wholesale distribution of professional supplies used by medical and dental practitioners.

SIC 5047 is subdivided in some tables into—

1. Medical and hospital equipment
2. Dental supplies

Ophthalmic Goods (SIC 5048)—Establishments primarily engaged in the wholesale distribution of professional equipment and goods used, prescribed, or sold by ophthalmologists, optometrists, and opticians, including ophthalmic frames, lenses, and sunglass lenses.

Professional equipment and supplies, n.e.c. (SIC 5049)—Establishments primarily engaged in the wholesale distribution of professional equipment and supplies, not elsewhere classified, such as drafting instruments, laboratory equipment, and scientific instruments.

SIC 5049 is subdivided in some tables into—

1. Religious and school supplies.
2. Other professional equipment and supplies. Establishments primarily engaged in selling specialty lines of professional equipment and supplies not mentioned above, such as veterinarian equipment and supplies, drafting supplies, and scientific equipment.

Metals and minerals, except petroleum (SIC 505)

Metals service centers and offices (SIC 5051)—Establishments primarily engaged in marketing semifinished metal products; except precious metals. Establishments in this industry may operate with warehouses (metals service centers) or without warehouses (metal sales offices). Establishments primarily engaged in marketing precious metals are classified in Industry 5092.

SIC 5051 is subdivided in some tables into—

1. Ferrous metals service centers and sales offices.
 - a. Ferrous metals service centers.
 - b. Ferrous metals sales offices.
2. Nonferrous metals service centers and sales offices.

Coal and other minerals and ores (SIC 5052)—Establishments primarily engaged in the wholesale distribution of coal and coke; copper, iron, lead, and other metallic ores, including precious metal ores; and crude nonmetallic minerals (including concentrates), except crude petroleum. Establishments primarily engaged in the wholesale distribution of nonmetallic minerals used in construction, such as sand and gravel, are classified in Industry 5032.

SIC 5052 is subdivided in some tables into—

1. Coal.
2. Other minerals and ores.

Electrical goods (SIC 506)

This industry group includes establishments primarily engaged in the wholesale distribution of electrical generating, distributing, and wiring equipment. It also includes household appliances, whether electrically, manually, or

mechanically powered. This industry group does not include electrical commercial and industrial machines, in which electricity does the work directly, e.g., heating, turning a shaft, or ionizing a substance, or electrically powered commercial and industrial machines which are classified in Industry Group 504 or 508.

Electrical apparatus and equipment, wiring supplies, and construction materials (SIC 5063)—Establishments primarily engaged in the wholesale distribution of electrical power equipment for the generation, transmission, distribution, or control of electric energy; electrical construction materials for outside power transmission lines and for electrical systems and electric light fixtures and bulbs. Construction contractors primarily engaged in installing electrical systems and equipment from their own stock are classified in Construction, Industry 1731.

Electrical appliances, television and radio sets (SIC 5064)—Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, other household electronic sound or video equipment, self-contained air-conditioning room units, and household electrical appliances. Also included are establishments primarily engaged in the wholesale distribution of household nonelectronic laundry equipment and refrigerators and freezers.

Electronic parts and equipment, n.e.c. (SIC 5065)—Establishments primarily engaged in the wholesale distribution of electronic parts and electronic communications equipment, not elsewhere classified, such as telephone and telegraph equipment; radio and television broadcasting and communications equipment; and intercommunications equipment. Establishments primarily engaged in the wholesale distribution of radio and television receiving sets, phonographs, and other household sound or video equipment are classified in Industry 5064.

Hardware, and plumbing and heating equipment and supplies (SIC 507)

Hardware (SIC 5072)—Establishments primarily engaged in the wholesale distribution of cutlery and general hardware, including hand saws; saw blades; brads, staples, and tacks; and bolts, nuts, rivets, and screws. Establishments primarily engaged in the wholesale distribution of nails, noninsulated wire, and screening are classified in Industry 5051.

Plumbing and heating equipment and supplies (hydronics) (SIC 5074)—Establishments primarily engaged in the wholesale distribution of hydronic plumbing and heating equipment and supplies. Construction contractors primarily engaged in installing plumbing and heating equipment from their own stock are classified in Construction, Industry 1711.

Warm air heating and air-conditioning equipment and supplies (SIC 5075)—Establishments primarily engaged in the wholesale distribution of warm air heating and air-conditioning equipment and supplies. Construction contractors primarily engaged in installing warm air heating and air-conditioning equipment are classified in Construction, Industry 1711.

Refrigeration equipment and supplies (SIC 5078)—Establishments primarily engaged in the wholesale distribution of refrigeration equipment and supplies. Construction contractors primarily engaged in installation of refrigeration equipment from their own stock are classified in Construction, Industry 1711.

Machinery, equipment, and supplies (SIC 508)

Construction and mining (except petroleum) machinery and equipment (SIC 5082)—Establishments primarily engaged in the wholesale distribution of construction or mining cranes, excavating machinery and equipment, power shovels, road construction and maintenance machinery, tractor-mounting equipment, and other specialized machinery and equipment used in the construction, mining, and logging industries. Establishments engaged in marketing oil well machinery and equipment are classified in Industry 5084.

Farm and garden machinery and equipment (SIC 5083)—Establishments primarily engaged in the wholesale distribution of agricultural machinery and equipment for use in preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to work on the farm or the lawn or garden; and dairy and other livestock equipment.

SIC 5083 is subdivided in some tables into—

1. Farm machinery and equipment—farm dealers.
2. Farm machinery and equipment—wholesale distributors.
3. Lawn and garden machinery and equipment.

Industrial machinery and equipment (SIC 5084)—Establishments primarily engaged in the wholesale distribution of industrial machinery and equipment, not elsewhere classified.

SIC 5084 is subdivided in some tables into—

1. Food-processing machinery, equipment, and parts.
2. General-purpose industrial machinery, equipment, and parts.
3. Metalworking machinery, equipment, and parts.
4. Materials handling equipment and parts.
5. Oil well, oil refinery, and pipeline machinery, equipment, and supplies.

6. Other industrial machinery, equipment, and parts. Establishments primarily engaged in selling special purpose industrial machinery not elsewhere classified, including printing machinery, woodworking machinery, shoemaking machinery, paper and paper products machinery, smelting and metal refining machinery and equipment, cigar and cigarette-making machinery, and similar special industry machinery.

Industrial supplies (SIC 5085)— Establishments primarily engaged in the wholesale distribution of industrial supplies, not elsewhere classified.

SIC 5085 is subdivided in some tables into—

1. General-line industrial supplies.
2. Mechanical power transmission supplies.
3. Industrial valves and fittings.
4. Welding supplies.
5. Industrial containers and supplies.
6. Other industrial supplies—Establishments primarily engaged in selling a specialty line of industrial materials and supplies not elsewhere classified, such as abrasives, mechanical rubber goods, ropes, cordage, and industrial diamonds.

Service establishment equipment and supplies (SIC 5087)—Establishments primarily engaged in the wholesale distribution of equipment and supplies for barber shops, beauty parlors, power laundries, drycleaning plants, upholsterers, undertakers, and related personal service establishments.

SIC 5087 is subdivided in some tables into—

1. Beauty and barber equipment and supplies.
2. Custodial (janitors') equipment and supplies.
3. Laundry and drycleaning equipment and supplies.
4. Other service establishment equipment and supplies—Establishments primarily engaged in selling a specialty line of service establishment supplies, such as upholsterers' equipment and supplies, seamstresses' supplies, tailors' supplies, undertakers' supplies, municipality equipment and supplies, and shoe repair supplies.

Transportation equipment and supplies, except motor vehicles (SIC 5088)—Establishments primarily engaged in the wholesale distribution of transportation equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and motor vehicle parts are classified in Industry Group 501, and those distributing pleasure boats are classified in Industry 5091.

SIC 5088 is subdivided in some tables into—

1. Aircraft and aeronautical equipment and supplies.
2. Marine machinery, equipment, and supplies.

3. Other transportation equipment and supplies—Establishments primarily engaged in selling equipment and supplies used in the operation, maintenance, and repair of railroads, streetcars, buses, tramways, aerial hoists, and horsedrawn vehicles.

Miscellaneous durable goods (SIC 509)

Sporting and Recreational Goods and Supplies (SIC 5091)—Establishments primarily engaged in the wholesale distribution of sporting goods and accessories; billiard and pool supplies; sporting firearms and ammunition; and marine pleasure craft, equipment and supplies. Establishments primarily engaged in the wholesale distribution of motor vehicles and trailers are classified in Industry 5012; those distributing self-propelled golf carts are classified in Industry 5088; and those distributing athletic apparel and footwear are classified in Industry Group 513.

Toys and hobby goods and supplies (SIC 5092)—Establishments primarily engaged in the wholesale distribution of games, toys, hobby goods and supplies, and related goods, such as fireworks and playing cards.

Scrap and waste materials (SIC 5093)—Establishments primarily engaged in assembling, breaking up, sorting, and wholesale distribution of scrap and waste materials. This industry includes auto wreckers engaged in dismantling automobiles for scrap. However, those engaged in dismantling cars for the purpose of selling secondhand parts at retail are classified in Industry 5015.

SIC 5093 is subdivided in some tables into—

1. Iron and steel scrap processors and dealers.
 - a. Iron and steel scrap processors (using power processing equipment).
 - b. Iron and steel scrap dealers (not using power processing equipment).
2. Waste and secondary materials.

Jewelry, watches, precious stones, and precious metals. (SIC 5094)—Establishments primarily engaged in the wholesale distribution of jewelry, precious stones and metals, costume jewelry, watches, clocks, silverware, and jewelers' findings. Establishments primarily engaged in the wholesale distribution of precious metal ores are classified in Industry 5052.

Durable goods, n.e.c. (SIC 5099)—Establishments primarily engaged in the wholesale distribution of durable goods, not elsewhere classified, such as musical instruments and forest products, except lumber.

SIC 5099 is subdivided in some tables into—

1. Musical instruments and supplies.
2. Forest products, except lumber.

3. General merchandise—durable.
4. Other durable goods.

Nondurable Goods (SIC Major Group 51)

This major group includes establishments primarily engaged in the wholesale distribution of nondurable goods.

Paper and Paper Products (SIC 511)

Printing and writing paper (SIC 5111)—Establishments primarily engaged in the wholesale distribution of printing and writing paper, including envelope paper; fine paper; and groundwood paper.

Stationery and office supplies (SIC 5112)—Establishments primarily engaged in the wholesale distribution of stationery and office supplies, including computer and photocopy supplies, envelopes, typewriter paper, file cards and folders, pens, pencils, social stationery, and greeting cards.

Industrial and personal service paper (SIC 5113)—Establishments primarily engaged in the wholesale distribution of wrapping and other coarse paper, paperboard, and converted paper and related disposable plastic products, such as bags, boxes, dishes, eating utensils, napkins, and shipping supplies.

Drugs, drugs proprietaries and druggists' sundries (SIC 512)

Drugs, drug proprietaries, and druggists' sundries (SIC 5122)—Establishments primarily engaged in the wholesale distribution of prescription drugs, proprietary drugs, druggists' sundries, and toiletries. Establishments primarily engaged in the wholesale distribution of surgical, dental, and hospital equipment are classified in Industry 5047.

SIC 5122 is subdivided in some tables into—

1. General-line drugs—These are distinguished from specialty-line drug and toiletries wholesalers on the basis of their commodity-line mix. Drug wholesalers were classified as general line if they reported a substantial portion of their sales in "drugs and pharmaceuticals" and a combination of "proprietary (patent) medicines," "cosmetics," "perfumes," and "other toiletries and druggists' sundries."
2. Specialty-line pharmaceuticals, cosmetics, and toiletries.

Apparel, piece goods, and notions (SIC 513)

Piece goods, notions, and other dry goods (SIC 5131)—Establishments primarily engaged in the wholesale distribution of piece goods or yard goods of natural or man-made fibers, notions (sewing and hair accessories, etc.),

and other dry goods. Converters who buy fabric goods (except knit goods) in the grey, have them finished on contract, and sell at wholesale are included here. Converters of knit goods are classified in Manufacturing, Industry Group 225. This industry does not include establishments primarily engaged in the wholesale distribution of homefurnishings which are classified in Industry 5023.

SIC 5131 is subdivided in some tables into—

1. Piece goods
 - a. Piece goods-jobbers
 - b. Piece goods-converters
2. Notions and other dry goods

Men's and boys' clothing and furnishings (SIC 5136)—Establishments primarily engaged in the wholesale distribution of men's and boys' apparel and furnishings, sportswear, hosiery, underwear, nightwear, and work clothing.

Women's, children's, and infants' clothing and accessories (SIC 5137)—Establishments primarily engaged in the wholesale distribution of women's, children's, and infants' clothing and accessories, including hosiery, lingerie, millinery, and furs.

Footwear (SIC 5139)—Establishments primarily engaged in the wholesale distribution of footwear (including athletic) made of leather, rubber, and other materials.

Groceries and related products (SIC 514)

Groceries, general line (SIC 5141)—Establishments primarily engaged in the wholesale distribution of a general line of groceries. Establishments primarily engaged in roasting coffee, blending tea, or grinding and packaging spices are classified in Manufacturing Major Group 20.

SIC 5141 is subdivided in some tables into—

1. Voluntary group wholesalers.
2. Retail cooperative wholesalers.
3. Other general line wholesalers.

Packaged frozen foods (SIC 5142)—Establishments primarily engaged in the wholesale distribution of packaged quickfrozen vegetables, juices, meats, fish, poultry, pastries, and other "deep freeze" products. Establishments primarily engaged in the wholesale distribution of frozen dairy products are classified in Industry 5143, and those distributing frozen poultry, fish, and meat which are not packaged are classified in Industries 5144, 5146, and 5147, respectively.

Dairy products, Except Dried or Canned (SIC 5143)—Establishments primarily engaged in the wholesale distribution of dairy products, such as butter, cheese, ice cream and ices, and fluid milk and cream. This industry

does not include establishments primarily engaged in pasteurizing and bottling milk, which are classified in Manufacturing, Industry Group 202. Establishments primarily engaged in the wholesale distribution of dried or canned dairy products are classified in Industry 5149.

Poultry and poultry products (SIC 5144)— Establishments primarily engaged in the wholesale distribution of poultry and poultry products, except canned and packaged frozen products. This industry does not include establishments primarily engaged in the killing and dressing of poultry, which are classified in Manufacturing, Industry 2015. Establishments primarily engaged in the wholesale distribution of packaged frozen poultry are classified in Industry 5142, and those distributing canned poultry are classified in Industry 5149.

Confectionery (SIC 5145)— Establishments primarily engaged in the wholesale distribution of confectionery and related products, such as candy, chewing gum, fountain fruits, salted or roasted nuts, popcorn, fountain syrups, and potato, corn, and similar chips.

Fish and seafoods (SIC 5146)—Establishments primarily engaged in the wholesale distribution (but not packaging) of fresh, cured, or frozen fish and seafoods, except canned or packaged frozen. The preparation of fresh or frozen packaged fish and other seafood, and the shucking and packing of fresh oysters in nonsealed containers, are classified in Manufacturing, Industry 2092. Establishments primarily engaged in the wholesale distribution of canned seafood are classified in Industry 5149, and those distributing packaged frozen foods are classified in Industry 5142.

Meats and meat products (SIC 5147)—Establishments primarily engaged in the wholesale distribution of fresh, cured, and processed (but not canned) meats and lard. Establishments primarily engaged in the wholesale distribution of frozen packaged meats are classified in Industry 5142, and those distributing canned meats are classified in Industry 5149.

Fresh fruits and vegetables (SIC 5148)—Establishments primarily engaged in the wholesale distribution of fresh fruits and vegetables.

Groceries and related products, n.e.c. (SIC 5149)—Establishments primarily engaged in the wholesale distribution of groceries and related products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of soft drinks, and in bottling and distributing natural spring and mineral waters, are classified in this industry, but establishments primarily engaged in bottling soft drinks are classified in Manufacturing, Major Group 20. This industry does not include establishments primarily engaged in the wholesale distribution of farm-product raw materials classified in Industry Group 515, nor those distributing beer, wine, and distilled alcoholic beverages of Industry Group 518.

SIC 5149 is subdivided in some tables into—

1. Coffee, tea, and spices.
2. Bread and baked goods.
3. Soft drinks.
4. Canned goods.
5. Food and beverage basic materials.
6. Other grocery specialties.

Farm-product raw materials (SIC 515)

Grain and field beans (SIC 5153)—Establishments primarily engaged in buying and/or marketing grain (such as corn, wheat, oats, barley, and unpolished rice); dry beans, soybeans, and other inedible beans. Country grain elevators primarily engaged in buying or receiving grain from farmers are included, as well as terminal elevators and other merchants marketing grain. Establishments primarily engaged in the wholesale distribution of field and garden seeds are classified in Industry 5191.

Livestock (SIC 5154)—Establishments primarily engaged in buying and/or marketing cattle, hogs, sheep, and goats. This industry also includes the operation of livestock auction markets.

Farm-product raw materials, n.e.c. (SIC 5159)—Establishments primarily engaged in buying and/or marketing farm products, not elsewhere classified. Establishments primarily engaged in the wholesale distribution of milk are classified in Industry 5143, and those distributing live poultry are classified in Industry 5144.

SIC 5159 is subdivided in some tables into—

1. Hides, skins, and pelts.
2. Leaf tobacco.
3. Wool, wool tops, and mohair.
4. Cotton.
5. Other farm-product raw materials.

Chemicals and allied products (SIC 516)

Plastics materials and basic forms and shapes (SIC 5162)—Establishments primarily engaged in the wholesale distribution of plastics materials, and of unsupported plastics film, sheets, sheeting, rods, tubes, and other basic forms and shapes.

Chemicals and allied products, n.e.c. (SIC 5169)—Establishments primarily engaged in the wholesale distribution of chemicals and allied products, not elsewhere classified, such as acids, industrial and heavy chemicals, dyestuffs, industrial salts, rosin, and turpentine.

Establishments primarily engaged in the wholesale distribution of ammunition are classified in Industry Group 509; those distributing agricultural chemicals and pesticides are classified in Industry 5191; those distributing drugs are classified in Industry 5122; and those distributing pigments, paints, and varnishes are classified in Industry 5198.

SIC 5169 is subdivided in some tables into—

1. Industrial gases, except LP.
2. Other chemicals and allied products.

Petroleum and petroleum products (SIC 517)

Petroleum bulk stations and terminals (SIC 5171)—Establishments primarily engaged in the wholesaling of crude petroleum and petroleum products, including liquefied petroleum gas, from bulk liquid storage facilities.

SIC 5171 is subdivided in some tables into—

1. Petroleum bulk stations and terminals, except LP.
 - a. Petroleum bulk stations, except LP
 - b. Petroleum bulk terminals, except LP.
2. Liquefied petroleum gas bulk stations and terminals.

Petroleum and petroleum products wholesalers, except bulk stations and terminals (SIC 5172)—Establishments primarily engaged in the wholesale distribution of petroleum and petroleum products, except those with bulk liquid storage facilities. Included are packaged and bottled petroleum products distributors, truck jobbers, and others marketing petroleum and its products at wholesale, but without bulk liquid storage facilities.

Beer, wine and distilled alcoholic beverages (SIC 518)

Beer and ale (SIC 5181)—Establishments primarily engaged in the wholesale distribution of beer, ale, porter, and other fermented malt beverages.

Wine and distilled alcoholic beverages (SIC 5182)—Establishments primarily engaged in the wholesale distribution of distilled spirits, including neutral spirits and ethyl alcohol used in blended wines and distilled liquors.

SIC 5182 is subdivided in some tables into—

1. Wine and distilled spirits—licensed operation.
2. Wine and distilled spirits—State operated.

Miscellaneous nondurable goods (SIC 519)

Farm supplies (SIC 5191)—Establishments primarily engaged in the wholesale distribution of animal feeds, fertilizers, agricultural chemicals, pesticides, seeds, and

other farm supplies, except grains. Establishments primarily engaged in the wholesale distribution of pet food are classified in Industry 5149, and those distributing pet supplies are classified in Industry 5199.

SIC 5191 is subdivided in some tables into—

1. Farm supplies—farm dealers.
2. Farm supplies—wholesale distributors.

Books, periodicals, and newspapers (SIC 5192)—Establishments primarily engaged in the wholesale distribution of books, periodicals, and newspapers.

Flowers, nursery stock, and florists' supplies (SIC 5193)—Establishments primarily engaged in the wholesale distribution of flowers, nursery stock, and florists' supplies.

Tobacco and tobacco products (SIC 5194)—Establishments primarily engaged in the wholesale distribution of tobacco and its products. Leaf tobacco wholesalers are classified in Industry 5159, and establishments primarily engaged in stemming and redrying tobacco are classified in Manufacturing, Industry 2141.

Paints, varnishes, and supplies (SIC 5198)—Establishments primarily engaged in the wholesale distribution of paints, varnishes, wallpaper, and supplies. Establishments selling to the general public and known as retail in the trade are classified in Retail Trade, Industry 5231.

Nondurable goods, n.e.c. (SIC 5199)—Establishments primarily engaged in the wholesale distribution of nondurable goods, not elsewhere classified, such as art goods, industrial yarns, textile bags, and bagging and burlap.

SIC 5199 is subdivided in some tables into—

1. Art goods.
2. General merchandise-nondurable.
3. Textile bags and bagging.
4. Specialty advertising (sale of merchandise).
5. Other nondurable goods.

TYPE-OF-OPERATION CLASSIFICATIONS

In addition to being classified by kind of business, each wholesale establishment was classified for the census by type of operation according to the ownership of the business, ownership of the goods sold, or character of the principal transactions. Establishments in wholesale trade are grouped into the following three major types of operation and related subgroups:

Merchant wholesalers—Establishments primarily engaged in buying and selling merchandise on their own account. Included here are such types of establishments as whole-sale merchants or jobbers, industrial distributors, voluntary group wholesalers, importers, exporters, cash and carry wholesalers, retailer cooperative warehouses, terminal and country grain elevators, farm products assemblers, whole-sale cooperative associations, and petroleum bulk plants and terminals operated by nonrefining companies.

Wholesale distributors and jobbers—Establishments primarily engaged in buying and selling merchandise in the domestic market not manufactured by the parent company.

Importers—Establishments buying and selling goods at wholesale on their own account, whose principal source of purchases was foreign.

Exporters—Establishments primarily engaged in purchasing goods in the United States and selling them to foreign customers.

Terminal grain elevators—Grain elevators primarily engaged in buying and selling grain received from country grain elevators and grain marketing establishments. They have sizable space for grain storage, and products are received primarily by rail or barge rather than by truck.

Country grain elevators—Grain elevators, cooperative or other, buying and receiving grain directly from farmers by truck and selling at wholesale.

Assemblers of farm products, except country grain elevators—Establishments primarily engaged in purchasing directly from farmers and assembling and marketing farm products at wholesale.

Manufacturers' sales branches and offices—Establishments maintained by manufacturing, refining, and mining companies apart from their plants or mines for marketing their products at wholesale. Branch stores selling to household consumers and individual users are classified in

retail trade. Sales branches and sales offices located at plants and at administrative offices are included when separate records are available. In some tables, data are shown separately for manufacturers' sales branches and for sales offices. These two types of establishments differ in that sales offices do not carry stocks of merchandise for delivery to customers.

Agents, brokers, and commission merchants—Establishments whose operators are in business for themselves and are primarily engaged in selling or buying goods for others. Included here are such types of operations as auction companies, import agents, export agents, selling agents, merchandise brokers, and commission merchants. "Sales" as shown in census publications for agents, brokers, and commission merchants represent the gross sales (or purchase) value of the goods in the transactions negotiated.

Auction companies—Wholesale establishments primarily engaged in selling merchandise on an agency basis by auction.

Import agents—Merchandise agents and brokers in the domestic market buying merchandise from or selling merchandise for foreign firms.

Export agents—Merchandise agents and brokers in the domestic market selling to or buying for foreign customers.

Manufacturers' agents—Wholesale establishments in the domestic market selling for a limited number of manufacturers on a continuing agency basis.

Brokers (representing buyers or sellers)—Wholesale establishments primarily engaged in selling or buying merchandise in the domestic market on a brokerage basis but not receiving the goods on consignment.

Commission merchants—Wholesale establishments operating in the domestic market receiving goods for sale on consignment.



APPENDIX B. General Questions



U.S. DEPARTMENT OF COMMERCE
BUREAU OF THE CENSUS

1987 CENSUS OF DISTRIBUTIVE TRADES

OMB APPROVAL NO. 0607-0628; EXPIRES 06/89

NOTICE — Response to this inquiry is required by law (title 13, U.S. Code). By the same law, your report to the Census Bureau is confidential. It may be seen only by sworn Census employees and may be used only for statistical purposes. The law also provides that copies retained in your files are immune from legal process.

Please complete this form and RETURN TO

BUREAU OF THE CENSUS
1201 East Tenth Street
Jeffersonville, IN 47134

DUE DATE: FEBRUARY 15, 1988

If filing by the due date causes an undue burden, a time extension request should be sent to the above address; please include your 11-digit Census File Number (CFN).

NOTE — Please read the accompanying instructions before answering the questions.

In correspondence pertaining to this report, please refer to this Census File Number (CFN)

Employer Identification (EI) Number

Please correct errors in name, address, and ZIP Code. ENTER street and number if not shown.

Item 1 — EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification (EI) Number shown in the label the SAME as that used for this establishment on its latest 1987 Employer's Quarterly Federal Tax Return, Treasury Form 941?

- 094 1 ☐ YES
2 ☐ NO — Enter current EI No.

(9 digits)

Item 2 — PHYSICAL LOCATION OF ESTABLISHMENT

Answer items a, b, c, and d

NOTE: P.O. boxes or rural routes are not physical locations.

- a. ☐ Same as shown in mailing label. If different, indicate change. ☒

NUMBER AND STREET

CITY, TOWN, VILLAGE, ETC.

STATE

ZIP CODE

- b. Is this establishment physically located inside the legal boundaries of the city, town, village, etc.?

- 095 1 ☐ YES 3 ☐ No legal boundaries
2 ☐ NO 4 ☐ Don't know

- c. Type of municipality where physically located
096 1 ☐ City, village, or borough 3 ☐ Other or don't know
2 ☐ Town or township

- d. Name of county where physically located

Item 3 — OPERATIONAL STATUS

Number of months
002

- a. How many months during 1987 did this firm or organization actively operate this establishment?

- b. Mark (X) the ONE box which best describes this establishment at the end of 1987. Figures only

- 001 1 ☐ In operation
2 ☐ Temporarily or seasonally inactive
3 ☐ Ceased operation — Give date
4 ☐ Sold or leased to another operator — Give date at night AND enter name, etc., below

NAME OF NEW OWNER OR OPERATOR

NUMBER AND STREET

CITY

STATE

ZIP CODE

Item 4 — ORGANIZATIONAL STATUS — Mark (X) the ONE box which best describes this establishment during 1987.

- 003 1 ☐ Individual proprietorship 5 ☐ Corporation (Do not mark if any form of cooperative association.)
2 ☐ Partnership 6 ☐ Cooperative association (taxable)
3 ☐ Cooperative association (tax-exempt) 7 ☐ Other — Specify
4 ☐ Governmental — Specify

Item 5 — INVENTORIES

- a. Did you have inventories at the end of 1988 or 1987?

- 110 1 ☐ YES — Complete the remainder of the item 2 ☐ NO — SKIP to item 6

- b. Are inventories of this establishment subject to the last-in, first-out (LIFO) method of valuation?

- 120 1 ☐ YES — Use the sum of the LIFO amount plus the LIFO reserve for items c and d(2) 2 ☐ NO — Complete only line c

End of 1987 End of 1988

Mil. Thou. Dol. Mil. Thou. Dol.

- c. Total inventories 048 111 121

- d. LIFO users report the following for line (c):

- (1) Amount not subject to LIFO costing 112 122

- (2) Amount subject to LIFO costing (gross) 113 123

- e. Report the following applicable to line d(2):

- (1) Amount of the LIFO reserve 114 124

- (2) LIFO value of the line d(2) (net)

- NOTE** — The sum of lines d(1), e(1), and e(2) should equal line c.

PENALTY FOR FAILURE TO REPORT

HOW TO REPORT DOLLAR FIGURES

Value figures may be reported in dollars or rounded to thousands. Example: If a figure is \$1,125,828, report either

* **PREFERRED**
Acceptable

Mil- lions (000)	Thou- sands (000)	Dol- lars (000)
1	125	828

Item 6 — DOLLAR VOLUME OF BUSINESS IN 1987

- a. Sales of merchandise and other operating receipts (including the gross selling value of business conducted for the account of others)

Mil.	Thou.	Dol.
010		

- b. Did this establishment sell merchandise for the account of others on a commission or brokerage basis?

1 <input type="checkbox"/> YES — Go to c		
2 <input type="checkbox"/> NO — SKIP to a		

- c. Gross selling value of business conducted on a commission or brokerage basis for the account of others (include in item 6a)

Mil.	Thou.	Dol.
101		

- d. Dollar volume of commissions or brokerage received on transactions reported in item 6c

Mil.	Thou.	Dol.
102		

NOTE — If this is the only establishment of this firm skip to item 7.

- e. What percentage of the products sold by this establishment did your company (including firms under common ownership or control) manufacture or mine in the United States?

Percent
103

- f. Dollar volume of transfers (billings) to other establishments within your company (DO NOT include in item 6a)

Mil.	Thou.	Dol.
105		

Item 7 — PAYROLL AND EMPLOYMENT

- a. Payroll in 1987, before deductions

- (1) Total ANNUAL payroll

Mil.	Thou.	Dol.
030		

- (2) FIRST QUARTER payroll (Jan. — Mar.)

Mil.	Thou.	Dol.
031		

- b. Employment in 1987

Number of paid employees for the pay period including March 12, 1987 (include both full- and part-time employees)

Number
032

- Item 8 — EMPLOYMENT BY PRINCIPAL ACTIVITY

Report the approximate number of employees at this establishment according to their principal activity during the pay period including March 12, 1987.

Number
130

- a. Selling

Number
131

- b. Sales support (including office and clerical, warehousing, drivers, maintenance employees)

Number
132

- c. Central administrative and auxiliary

Number
133

- d. Manufacturing

Number
134

- e. Other — Specify

Number
135

- f. TOTAL — Sum of lines a through e should equal item 7b

Number
136

Item 9 — OPERATING EXPENSES

TOTAL 1987 operating expenses, including payroll but excluding cost of goods sold and interest expenses.

Mil.	Thou.	Dol.
040		

Item 10 — SALES BY CUSTOMER CLASSES

Report the approximate percentage of your 1987 sales (item 8e) to each of the customer classes listed.

Report in whole percents
140

- a. To farmers (for farm use)

Percent
141

- b. To builders and contractors

Percent
142

- c. Export sales

Percent
143

- d. To retailers and repair shops

Percent
144

- e. To wholesale establishments

Percent
145

- f. To household consumers and individual users

Percent
146

- g. To industrial users (manufacturing and mining)

Percent
147

- h. To institutional, commercial, and professional users

Percent
148

- i. To governmental bodies (federal, state, and local)

Percent
149

- j. TOTAL — Sum of lines a through i should add to 100%

Percent
150

CONTINUE ON PAGE 2

Item 11 — TYPE OF OPERATION Mark (X) the ONE box which best describes the basis on which the MAJOR portion of your business was conducted in 1987.					b. Does this company own or control any other company or companies? 098 1 <input type="checkbox"/> YES → 2 <input type="checkbox"/> NO					ENTER OWNED OR CONTROLLED COMPANY NAME, ADDRESS, AND ZIP CODE El No. (9 digits)				
a. Merchant (buying and selling on own account) 060 (1) Importer <input type="checkbox"/> 12 (2) Exporter <input type="checkbox"/> 13 (3) Merchant <input type="checkbox"/> 11 b. Manufacturers' sales branches and offices <input type="checkbox"/> 20 c. Agent, broker, commission merchant (1) Auction company <input type="checkbox"/> 41 (2) Broker (representing buyers or sellers) <input type="checkbox"/> 42 (3) Commission merchant <input type="checkbox"/> 43 (4) Import agent <input type="checkbox"/> 44 (5) Export agent <input type="checkbox"/> 45 (6) Manufacturers' agent <input type="checkbox"/> 46					c. How many establishments were operated under the El Number shown in the address label (or as corrected in item 1) at the end of 1987? → 079					If more than one, provide the physical location address and other information indicated below for each establishment. The headquarters location should be listed on line 1, followed by other locations. If book figures are not available, estimates are acceptable. Continue with same format on a separate sheet if necessary.				
Item 12 — KIND OF BUSINESS Mark (X) the ONE box which best describes the PRINCIPAL kind of business of this establishment in 1987. 070 (Categories appropriate to individual form)					1 NAME, ADDRESS, AND ZIP CODE 1987 Mil. Thou. Dol. Sales 081 Annual payroll 082 KIND-OF-BUSINESS DESCRIPTION 088 TYPE OF OPERATION (Choose from Item 11) Cens- 089 use					2 NAME, ADDRESS, AND ZIP CODE 1987 Mil. Thou. Dol. Sales 081 Annual payroll 082 KIND-OF-BUSINESS DESCRIPTION 088 TYPE OF OPERATION (Choose from Item 11) Cens- 089 use				
Item 13 — COMMODITY LINES Report sales either in dollar figures (see example on page 1) or as a percent (in whole percents) of total sales (see example below). Report the fair sales value of merchandise marketed under capital, finance, or full payout leases and report the rental receipts derived in 1987 from merchandise under operating leases.					HOW TO REPORT PERCENTS If figure is 38.76% of total sales: • Report whole percents → 39 Not acceptable → 38.76					Please attach a separate sheet for any explanations that may be essential in understanding your reported data.				
Commodity lines Cens- use Estimated sales during 1987 Mil. Thou. Dol. Per-cent					REMARKS — Please use this space for any explanations that may be essential in understanding your reported data.									
(Categories appropriate to individual form)					Item 15 — CERTIFICATION — This report is substantially accurate and has been prepared in accordance with instructions.									
NOTE Answer item 14 only if your Census File Number (CFN), shown in the address label of this report form, begins with a zero.					Period covered by this report → FROM: Mo. Year TO: Mo. Year Name of person to contact regarding this report — Print or type Telephone → Area code Number Extension Signature of authorized person Date									
Item 14 — OWNERSHIP, CONTROL, AND LOCATIONS OF OPERATION a. Is this company owned or controlled by another company? 097 1 <input type="checkbox"/> YES → 2 <input type="checkbox"/> NO					ENTER OWNING OR CONTROLLING COMPANY NAME, ADDRESS, AND ZIP CODE El No. (9 digits)									

APPENDIX C.

Kind-of-Business Titles and Reporting-Form Numbers

[Listed below are wholesale kind-of-business titles and their corresponding reporting-form numbers. Requests for copies of any of these forms, including the inquiries used to classify establishment by kind of business, should be directed to the Business Division, Bureau of the Census, Washington, DC 20233]

1987 SIC code	Title	Standard form CB-	Short form CB-	1987 SIC code	Title	Standard form CB-	Short form CB-
	DURABLE GOODS				DURABLE GOODS—Con.		
501	Motor vehicles and motor vehicle parts and supplies:			509	Miscellaneous durable goods:		
5012	Automobiles and other motor vehicles	5012	5003	5091	Sporting and recreational goods and supplies	5041	5003
5013	Motor vehicle supplies and new parts	5013	5003	5092	Toys and hobby goods and supplies	5041	5003
5014	Tires and tubes	5013	5003	5093	Scrap and waste materials	5093	5003
5015	Motor vehicle parts, used	5013	5003	5094	Jewelry, watches, precious stones, and precious metals	5094	5003
				5099	Durable goods, n.e.c.	5099	5003
502	Furniture and homefurnishings:				NONDURABLE GOODS		
5021	Furniture	5021	5001	511	Paper and paper products:		
5023	Homefurnishings	5021	5001	5111	Printing and writing paper	5111	5102
				5112	Stationery and office supplies	5111	5102
503	Lumber and other construction materials:			5113	Industrial and personal service paper	5111	5102
5031	Lumber, plywood, millwork, and wood panels	5031	5001				
5032	Brick, stone, and related construction materials	5031	5001	512	Drugs, drug proprietaries, and druggists' sundries:		
5033	Roofing, siding, and insulation materials	5031	5001	5122	Drugs, drug proprietaries, and druggists' sundries	5122	5102
5039	Construction materials, n.e.c.	5031	5001				
504	Professional and commercial equipment and supplies:			513	Apparel, piece goods, and notions:		
5043	Photographic equipment and supplies	5041	5003	5131	Piece goods, notions, and other dry goods	5133	5102
5044	Office equipment	5081	5002	5136	Men's and boys' clothing and furnishings	5136	5102
5045	Computers and computer peripheral equipment and software	5081	5002	5137	Women's, children's and infants' clothing and accessories	5136	5102
5046	Commercial equipment, n.e.c.	5081	5002	5139	Footwear	5136	5102
5047	Medical, dental, and hospital equipment and supplies	5086	5002				
5048	Ophthalmic goods	5086	5002	514	Groceries and related products:		
5049	Professional equipment and supplies, n.e.c.	5086	5002	5141	Groceries, general line	5141	5101
505	Metals and minerals, except petroleum:			5142	Packaged frozen foods	5142	5101
5051	Metals service centers and offices	5051	5003	5143	Dairy products, except dried or canned	5143	5101
5052	Coal and other minerals and ores	5052	5003	5144	Poultry and poultry products	5144	5101
				5145	Confectionery	5145	5101
506	Electrical goods:			5146	Fish and seafoods	5146	5101
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	5063	5001	5147	Meats and meat products	5147	5101
5064	Electrical appliances, television and radio sets	5063	5001	5148	Fresh fruits and vegetables	5148	5101
5065	Electronic parts and equipment, n.e.c.	5063	5001	5149	Groceries and related products, n.e.c.	5141	5101
507	Hardware, and plumbing and heating equipment and supplies:			515	Farm-product raw materials:		
5072	Hardware	5072	5001	5153	Grain and field beans	5152	5103
5074	Plumbing and heating equipment and supplies (hydronics)	5072	5001	5154	Livestock	5154	5103
5075	Warm air heating and air-conditioning equipment and supplies	5072	5001	5159	Farm-product raw materials, n.e.c.	5152	5103
5078	Refrigeration equipment and supplies	5072	5001				
508	Machinery, equipment, and supplies:			516	Chemicals and allied products:		
5082	Construction and mining (except petroleum) machinery and equipment	5082	5002	5162	Plastics materials and basic forms and shapes	5161	5102
5083	Farm and garden machinery and equipment	5083	5002	5169	Chemicals and allied products, n.e.c.	5161	5102
5084	Industrial machinery and equipment	5084	5002				
5085	Industrial supplies	5085	5002	517	Petroleum and petroleum products:		
5087	Service establishment equipment and supplies	5087	5002	5171	Petroleum bulk stations and terminals	5171	1NA
5088	Transportation equipment and supplies, except motor vehicles	5088	5002	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals	5171	1NA
				518	Beer, wine, and distilled alcoholic beverages:		
				5181	Beer and ale	5181	5103
				5182	Wine and distilled alcoholic beverages	5181	5103
				519	Miscellaneous nondurable goods:		
				5191	Farm supplies	5191	5102
				5192	Books, periodicals, and newspapers	5199	5102
				5193	Flowers, nursery stock, and florists' supplies	5199	5102
				5194	Tobacco and tobacco products	5194	5102
				5198	Paints, varnishes, and supplies	5198	5102
				5199	Nondurable goods, n.e.c.	5199	5102

¹Petroleum wholesalers were all sent form CB-5171.



APPENDIX D.

Metropolitan Statistical Areas

[Titles and definitions shown for MSA's, PMSA's, and CMSA's are those established by the Office of Management and Budget, as of June 30, 1987]

NEW HAMPSHIRE

Boston-Lawrence-Salem, MA-NH CMSA

Boston, MA PMSA
 Bristol County, MA (part)
 Mansfield town, MA
 Norton town, MA
 Raynham town, MA
 Essex County, MA (part)
 Lynn city, MA
 Lynnfield town, MA
 Nahant town, MA
 Saugus town, MA
 Middlesex County, MA (part)
 Acton town, MA
 Arlington town, MA
 Ashland town, MA
 Ayer town, MA
 Bedford town, MA
 Belmont town, MA
 Boxborough town, MA
 Burlington town, MA
 Cambridge city, MA
 Carlisle town, MA
 Concord town, MA
 Everett city, MA
 Framingham town, MA
 Groton town, MA
 Holliston town, MA
 Hopkinton town, MA
 Hudson town, MA
 Lexington town, MA
 Lincoln town, MA
 Littleton town, MA
 Malden city, MA
 Marlborough city, MA
 Maynard town, MA
 Medford city, MA
 Melrose city, MA
 Natick town, MA
 Newton city, MA
 North Reading town, MA
 Reading town, MA
 Sherborn town, MA
 Shirley town, MA
 Somerville city, MA
 Stoneham town, MA
 Stow town, MA
 Sudbury town, MA
 Townsend town, MA
 Wakefield town, MA
 Waltham city, MA

Boston-Lawrence-Salem, MA-NH CMSA—Con.

Boston, MA PMSA—Con.
 Middlesex County, MA (part)—Con.
 Watertown town, MA
 Wayland town, MA
 Weston town, MA
 Wilmington town, MA
 Winchester town, MA
 Woburn city, MA
 Norfolk County, MA (part)
 Bellingham town, MA
 Braintree town, MA
 Brookline town, MA
 Canton town, MA
 Cohasset town, MA
 Dedham town, MA
 Dover town, MA
 Foxborough town, MA
 Franklin town, MA
 Holbrook town, MA
 Medfield town, MA
 Medway town, MA
 Millis town, MA
 Milton town, MA
 Needham town, MA
 Norfolk town, MA
 Norwood town, MA
 Quincy city, MA
 Randolph town, MA
 Sharon town, MA
 Stoughton town, MA
 Walpole town, MA
 Wellesley town, MA
 Westwood town, MA
 Weymouth town, MA
 Wrentham town, MA
 Plymouth County, MA (part)
 Carver town, MA
 Duxbury town, MA
 Hanover town, MA
 Hanson town, MA
 Hingham town, MA
 Hull town, MA
 Kingston town, MA
 Lakeville town, MA
 Marshfield town, MA
 Middleborough town, MA
 Norwell town, MA
 Pembroke town, MA
 Plymouth town, MA
 Plympton town, MA
 Rockland town, MA
 Scituate town, MA

Boston-Lawrence-Salem, MA-NH CMSA—Con.**Boston, MA PMSA—Con.****Suffolk County, MA (part)**

Boston city, MA
 Chelsea city, MA
 Revere city, MA
 Winthrop town, MA

Worcester County, MA (part)

Berlin town, MA
 Bolton town, MA
 Harvard town, MA
 Hopedale town, MA
 Lancaster town, MA
 Mendon town, MA
 Milford town, MA
 Southborough town, MA
 Upton town, MA

Brockton, MA PMSA**Bristol County, MA (part)**

Easton town, MA

Norfolk County, MA (part)

Avon town, MA

Plymouth County, MA (part)

Abington town, MA
 Bridgewater town, MA
 Brockton city, MA
 East Bridgewater town, MA
 Halifax town, MA
 West Bridgewater town, MA
 Whitman town, MA

Lawrence-Haverhill, MA-NH PMSA**Essex County, MA (part)**

Amesbury town, MA
 Andover town, MA
 Boxford town, MA
 Georgetown town, MA
 Groveland town, MA
 Haverhill city, MA
 Lawrence city, MA
 Merrimac town, MA
 Methuen town, MA
 Newbury town, MA
 Newburyport city, MA
 North Andover town, MA
 Salisbury town, MA
 West Newbury town, MA

Rockingham County, NH (part)

Atkinson town, NH
 Brentwood town, NH
 Danville town, NH
 Derry town, NH
 East Kingston town, NH
 Hampstead town, NH
 Kingston town, NH
 Newton town, NH
 Plaistow town, NH
 Salem town, NH
 Sandown town, NH
 Seabrook town, NH
 Windham town, NH

Boston-Lawrence-Salem, MA-NH CMSA—Con.**Lowell, MA-NH PMSA****Middlesex County, MA (part)**

Billerica town, MA
 Chelmsford town, MA
 Dracut town, MA
 Dunstable town, MA
 Lowell city, MA
 Pepperell town, MA
 Tewksbury town, MA
 Tyngsborough town, MA
 Westford town, MA

Hillsborough County, NH (part)

Pelham town, NH

Nashua, NH PMSA**Hillsborough County, NH (part)**

Amherst town, NH
 Brookline town, NH
 Hollis town, NH
 Hudson town, NH
 Litchfield town, NH
 Merrimack town, NH
 Milford town, NH
 Mont Vernon town, NH
 Nashua city, NH
 Wilton town, NH

Rockingham County, NH (part)

Londonderry town, NH

Salem-Gloucester, MA PMSA**Essex County, MA (part)**

Beverly city, MA
 Danvers town, MA
 Essex town, MA
 Gloucester city, MA
 Hamilton town, MA
 Ipswich town, MA
 Manchester town, MA
 Marblehead town, MA
 Middleton town, MA
 Peabody city, MA
 Rockport town, MA
 Rowley town, MA
 Salem city, MA
 Swampscott town, MA
 Topsfield town, MA
 Wenham town, MA

Lawrence-Haverhill, MA-NH PMSA—see Boston-Lawrence-Salem, MA-NH CMSA**Lowell, MA-NH PMSA—see Boston-Lawrence-Salem, MA-NH CMSA****Manchester, NH MSA****Hillsborough County, NH (part)**

Bedford town, NH
 Goffstown town, NH
 Manchester city, NH

Merrimack County, NH (part)

Allenstown town, NH
 Hooksett town, NH

Rockingham County, NH (part)

Auburn town, NH
 Candia town, NH

Nashua, NH PMSA—see Boston-Lawrence-Salem, MA-NH CMSA

Portsmouth-Dover-Rochester, NH-ME MSA

York County, ME (part)
Berwick town, ME
Eliot town, ME
Kittery town, ME
North Berwick town, ME
Ogunquit town, ME
South Berwick town, ME
Wells town, ME
York town, ME
Rockingham County, NH (part)
Exeter town, NH
Greenland town, NH
Hampton town, NH
New Castle town, NH
Newfields town, NH
Newington town, NH

Portsmouth-Dover-Rochester, NH-ME MSA—Con.

Rockingham County, NH (part)—Con.
Newmarket town, NH
North Hampton town, NH
Portsmouth city, NH
Rye town, NH
Stratham town, NH
Strafford County, NH (part)
Barrington town, NH
Dover city, NH
Durham town, NH
Farmington town, NH
Lee town, NH
Madbury town, NH
Milton town, NH
Rochester city, NH
Rollinsford town, NH
Somersworth city, NH

APPENDIX E.

Percent of Sales Data Based on Administrative Records and Estimation for the State: 1987

[For meaning of abbreviations and symbols and for more information on reliability of data, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, see appendix A]

1987 SIC code	Kind of business	Percent of sales†—		1987 SIC code	Kind of business	Percent of sales†—	
		From administra- tive records¹	Estimated²			From administra- tive records¹	Estimated²
	Wholesale trade -----	0	0		Wholesale trade—Con.		
50	Durable goods -----	0	0	50	Durable goods—Con.		
501	Motor vehicles and motor vehicle parts and supplies -----	0	0	509	Miscellaneous durable goods -----	1	1
5012	Automobiles and other motor vehicles -----	0	0	5091	Sporting and recreational goods and supplies -----	1	1
5013	Motor vehicle supplies and new parts -----	0	0	5092	Toys and hobby goods and supplies -----	0	0
5014	Tires and tubes -----	0	0	5093	Scrap and waste materials -----	0	1
5015	Motor vehicle parts, used -----	1	2	5094	Jewelry, watches, precious stones, and precious metals -----	0	0
				5099	Durable goods, n.e.c. -----	2	1
502	Furniture and home furnishings -----	0	1	51	Nondurable goods -----	0	0
5021	Furniture -----	0	1	511	Paper and paper products -----	0	0
5023	Home furnishings -----	0	2	5111	Printing and writing paper -----	0	0
				5112	Stationery and office supplies -----	(D)	(D)
503	Lumber and other construction materials -----	0	0	5113	Industrial and personal service paper -----	(D)	(D)
5031	Lumber, plywood, millwork, and wood panels -----	0	0	512	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)
5032	Brick, stone, and related construction materials -----	0	1	5122	Drugs, drug proprietaries, and druggists' sundries -----	(D)	(D)
5033	Roofing, siding, and insulation materials -----	0	0				
5039	Construction materials, n.e.c. -----	0	2	513	Apparel, piece goods, and notions -----	0	0
504	Professional and commercial equipment and supplies -----	0	0	5131	Piece goods, notions, and other dry goods -----	1	0
5043	Photographic equipment and supplies -----	0	0	5136	Men's and boys' clothing and furnishings -----	1	0
5044	Office equipment -----	1	1	5137	Women's, children's and infants' clothing and accessories -----	1	0
5045	Computers and computer peripheral equipment and software -----	0	0	5139	Footwear -----	0	0
5046	Commercial equipment, n.e.c. -----	0	0	514	Groceries and related products -----	0	0
5047	Medical, dental, and hospital equipment and supplies -----	0	0	5141	Groceries, general line -----	0	0
5048	Ophthalmic goods -----	(D)	(D)	5142	Packaged frozen foods -----	2	0
5049	Professional equipment and supplies, n.e.c. -----	(D)	(D)	5143	Dairy products, except dried or canned -----	1	0
505	Metals and minerals, except petroleum -----	0	0	5144	Poultry and poultry products -----	0	0
5051	Metals service centers and offices -----	0	0	5145	Confectionery -----	0	0
5052	Coal and other minerals and ores -----	0	0	5146	Fish and seafoods -----	3	1
				5147	Meats and meat products -----	0	0
506	Electrical goods -----	0	0	5148	Fresh fruits and vegetables -----	4	0
5063	Electrical apparatus and equipment, wiring supplies, and construction materials -----	(D)	(D)	5149	Groceries and related products, n.e.c. -----	0	0
5064	Electrical appliances, television and radio sets -----	(D)	(D)	515	Farm-product raw materials -----	(D)	(D)
5065	Electronic parts and equipment, n.e.c. -----	0	0	5153	Grain and field beans -----	(D)	(D)
				5154	Livestock -----	0	0
507	Hardware, and plumbing and heating equipment and supplies -----	0	0	5159	Farm-product raw materials, n.e.c. -----	0	0
5072	Hardware -----	2	0	516	Chemicals and allied products -----	(D)	(D)
5074	Plumbing and heating equipment and supplies (hydronics) -----	0	0	5162	Plastics materials and basic forms and shapes -----	(D)	(D)
5075	Warm air heating and air-conditioning equipment and supplies -----	0	0	5169	Chemicals and allied products, n.e.c. -----	0	0
5078	Refrigeration equipment and supplies -----	0	0	517	Petroleum and petroleum products -----	0	0
508	Machinery, equipment, and supplies -----	0	0	5171	Petroleum bulk stations and terminals -----	0	0
5082	Construction and mining (except petroleum) machinery and equipment -----	0	0	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	4	0
5083	Farm and garden machinery and equipment -----	(D)	(D)	518	Beer, wine, and distilled alcoholic beverages -----	(D)	(D)
5084	Industrial machinery and equipment -----	1	1	5181	Beer and ale -----	(D)	(D)
5085	Industrial supplies -----	0	0	5182	Wine and distilled alcoholic beverages -----	(D)	(D)
5087	Service establishment equipment and supplies -----	0	0	519	Miscellaneous nondurable goods -----	0	0
5088	Transportation equipment and supplies, except motor vehicles -----	(D)	(D)	5191	Farm supplies -----	1	0
				5192	Books, periodicals, and newspapers -----	0	0
				5193	Flowers, nursery stock, and florists' supplies -----	(D)	(D)
				5194	Tobacco and tobacco products -----	0	0
				5198	Paints, varnishes, and supplies -----	(D)	(D)
				5199	Nondurable goods, n.e.c. -----	0	1

† Coverage symbols: 0—Less than 10 percent; 1—10 to 19 percent; 2—20 to 29 percent; 3—30 to 39 percent; 4—40 to 49 percent; 5—50 to 59 percent; 6—60 to 69 percent; 7—70 to 79 percent; 8—80 to 89 percent; 9—90 percent or more.

¹Includes sales information obtained from administrative records of other Federal agencies.

²Includes sales information which was imputed based on historic company ratios or administrative records, or on industry averages.

APPENDIX F.

Geographic Notes

NEW HAMPSHIRE

There are no geographic notes for the State of New Hampshire.

APPENDIX G.

Establishments in Business Any Time During Year and Establishments in Business at End of Year Based on 1972 Standard Industrial Classifications for the State: 1987 and 1982

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
		Wholesale trade	1 952	1 550	1 841	1 487
50		Durable goods	1 383	1 034	1 298	994
501		Motor vehicles and automotive parts and supplies	212	189	206	180
5012	5012	Automobiles and other motor vehicles	45	35	43	32
5013	5013	Automotive parts and supplies	147	130	143	125
	5015 pt.	Motor vehicle supplies and new parts	131	122	128	117
		Motor vehicle parts, used	16	8	15	8
5014	5014	Tires and tubes	20	24	20	23
502		Furniture and homefurnishings	45	32	42	31
5021	5021	Furniture	26	21	25	21
5023	5023	Homefurnishings	19	11	17	10
503		Lumber and other construction materials	125	86	118	84
5031	5031	Lumber, plywood, millwork, and wood panels	51	36	46	35
5039		Construction materials, n.e.c.	74	50	72	49
	5032	Brick, stone, and related construction materials	30	23	29	23
	5033	Roofing, siding, and insulation materials	14	10	13	10
	5039	Construction materials, n.e.c.	30	17	30	16
504		Sporting, recreational, photographic, and hobby goods, toys and supplies	60	33	53	30
5041	5091	Sporting and recreational goods and supplies	39	18	36	17
5042	5092	Toys and hobby goods and supplies	13	11	10	9
5043	5043	Photographic equipment and supplies	8	4	7	4
505		Metals and minerals, except petroleum	27	22	26	21
5051	5051	Metals service centers and offices	27	21	26	20
5052	5052	Coal and other minerals and ores	-	1	-	1
506		Electrical goods	190	125	184	120
5063		Electrical apparatus and equipment, wiring supplies, and construction materials ..	92	67	91	65
	5063	Electrical apparatus and equipment, wiring supplies, and construction materials ..	76	-	75	-
	5065 pt.	Electronic parts and equipment, n.e.c.	4	-	4	-
	5084 pt.	Industrial machinery and equipment	12	-	12	-
5064	5064	Electrical appliances, television and radio sets	10	8	10	6
5065	5065 pt.	Electronic parts and equipment, n.e.c.	88	50	83	49
507		Hardware, and plumbing and heating equipment and supplies	127	88	124	86
5072	5072	Hardware	36	24	35	23
5074	5074	Plumbing and heating equipment and supplies (hydronics)	67	50	66	50
5075	5075	Warm air heating and air-conditioning equipment and supplies	18	9	17	8
5078	5078	Refrigeration equipment and supplies	6	5	6	5
508		Machinery, equipment, and supplies	505	377	461	364
5081		Commercial machines and equipment	171	117	155	115
	5044	Office equipment	71	-	61	-
	5045	Computers and computer peripheral equipment and software	82	-	76	-
	5046	Commercial equipment, n.e.c.	18	19	18	19
5082	5082	Construction and mining (except petroleum) machinery and equipment	34	22	33	21
5083	5083	Farm and garden machinery and equipment	30	30	28	29
5084	5084 pt.	Industrial machinery and equipment	126	101	114	96
5085	5085	Industrial supplies	65	41	62	41
5086		Professional equipment and supplies	45	36	38	32
	5047	Medical, dental, and hospital equipment and supplies	35	26	30	23
	5048	Ophthalmic goods	2	4	2	4
	5049	Professional equipment and supplies, n.e.c.	8	6	6	5
5087	5087	Service establishment equipment and supplies	29	23	27	23
5088	5088	Transportation equipment and supplies, except motor vehicles	5	7	4	7
509		Miscellaneous durable goods	92	82	84	78
5093	5093	Scrap and waste materials	34	36	32	35
5094	5094	Jewelry, watches, precious stones, and precious metals	15	7	15	6
5099	5099 pt.	Durable goods, n.e.c.	43	39	37	37
51		Nondurable goods	569	516	543	493
511		Paper and paper products	77	63	76	61
5111	5111	Printing and writing paper	10	12	10	11
5112	5112	Stationery and office supplies	42	28	41	28
5113	5113	Industrial and personal service paper	25	23	25	22

[For meaning of abbreviations and symbols, see introductory text. For explanation of terms and comparability of 1982 and 1987 censuses, including revised methodology for presenting establishment counts, see appendix A]

1972 SIC code	1987 SIC code	Kind of business	Establishments in business—			
			Any time during year		At end of year	
			1987	1982	1987	1982
51		Nondurable goods—Con.				
512		Drugs, drug proprietaries, and druggists' sundries -----	6	6	5	6
5122	5122	Drugs, drug proprietaries, and druggists' sundries -----	6	6	5	6
513		Apparel, piece goods, and notions -----	48	47	45	43
5133	5131 pt.	Piece goods -----	11	9	10	9
5134	5131 pt.	Notions and other dry goods -----	2	4	2	3
5136	5136	Men's and boys' clothing and furnishings -----	10	8	10	8
5137	5137	Women's, children's, and infants' clothing and accessories -----	14	10	13	8
5139	5139	Footware -----	11	16	10	15
514		Groceries and related products -----	170	158	162	152
5141	5141	Groceries, general line -----	20	20	19	20
5142	5142	Packaged frozen foods -----	7	8	6	8
5143	5143	Dairy products, except dried or canned -----	15	17	15	15
5144	5144	Poultry and poultry products -----	9	11	9	9
5145	5145	Confectionery -----	12	10	12	10
5146	5146	Fish and seafoods -----	16	7	14	7
5147	5147	Meats and meat products -----	8	10	8	9
5148	5148	Fresh fruits and vegetables -----	20	15	19	15
5149	5149	Groceries and related products, n.e.c. -----	63	60	60	59
515		Farm-product raw materials -----	3	3	3	3
5152	5159 pt.	Cotton -----	-	-	-	-
5153	5153	Grain and field beans -----	3	1	3	1
5154	5154	Livestock -----	-	2	-	2
5159	5159 pt.	Farm-product raw materials, n.e.c. -----	-	-	-	-
516		Chemicals and allied products -----	58	48	55	46
5161		Chemicals and allied products -----	58	48	55	46
	5162	Plastics materials and basic forms and shapes -----	14	11	13	10
	5169	Chemicals and allied products, n.e.c. -----	44	37	42	36
517		Petroleum and petroleum products -----	49	54	46	50
5171	5171	Petroleum bulk stations and terminals -----	30	41	27	39
5172	5172	Petroleum and petroleum products wholesalers, except bulk stations and terminals -----	19	13	19	11
518		Beer, wine, and distilled alcoholic beverages -----	25	23	22	22
5181	5181	Beer and ale -----	12	18	11	17
5182	5182	Wine and distilled alcoholic beverages -----	13	5	11	5
519		Miscellaneous nondurable goods -----	133	114	129	110
5191	5191	Farm supplies -----	35	36	33	36
5194	5194	Tobacco and tobacco products -----	7	8	7	8
5198	5198	Paints, varnishes and supplies -----	4	-	4	-
5199		Nondurable goods, n.e.c. -----	87	70	85	66
	5099 pt.	Durable goods, n.e.c. -----	3	-	3	-
	5192	Books, periodicals, and newspapers -----	21	22	20	20
	5193	Flowers, nursery stock, and florists' supplies -----	12	8	12	8
	5199	Nondurable goods, n.e.c. -----	51	-	50	-

APPENDIX H.

Changes in Wholesale Trade Kind-of-Business Classifications for 1987

[Based on revisions to the Standard Industrial classification (SIC) Manual, definitions of some kinds of business were changed for 1987. The significant changes in SIC codes from 1972 to 1987 are listed below. For industries other than those listed, the SIC definitions are the same as those used since 1972, or contain only minor revisions affecting the classification of few, if any, establishments]

1987 SIC (used for 1987 census reports)		1972 SIC (used for 1972, 1977, and 1982 census reports)	
Code	Title	Code	Title
5013	Motor vehicle supplies and new parts	5013 pt.	Automotive parts and supplies (except used)
5015	Motor vehicle parts, used	5013 pt. 5931 pt.	Used automotive parts, equipment and supplies (wholesale) Used automotive parts, equipment and supplies (retail)
5023	Homefurnishings ¹	5023	Home furnishings ¹
5032	Brick, stone, and related construction materials	5039	Construction materials, n.e.c.
5033	Roofing, siding, and insulation materials		
5039	Construction materials, n.e.c.		
5044	Office equipment	5081	Commercial machines and equipment
5045	Computers and computer peripheral equipment and software		
5046	Commercial equipment, n.e.c.		
5047	Medical, dental, and hospital equipment and supplies	5086	Professional equipment and supplies
5048	Ophthalmic goods		
5049	Professional equipment and supplies, n.e.c.		
5063	Electrical apparatus and equipment, wiring supplies, and construction materials	5063 pt.	Electrical apparatus and equipment, wiring supplies, and construction materials ²
5065	Electronic parts and equipment, n.e.c.	5065 5063 pt.	Electronic parts and equipment Electrical apparatus and equipment, wiring supplies, and construction materials ³
5082	Construction and mining (except petroleum) machinery and equipment ¹	5082	Construction and mining machinery and equipment
5084	Industrial machinery and equipment	5084 5063 pt.	Industrial machinery and equipment Electrical apparatus and equipment, wiring supplies and construction materials ⁴
5091	Sporting and recreational goods and supplies ¹	5041	Sporting and recreational goods and supplies
5092	Toys and hobby goods and supplies ¹	5042	Toys and hobby goods and supplies
5094	Jewelry, watches, precious stones, and precious metals ¹	5094	Jewelry, watches, diamonds, and other precious stones ¹
5099	Durable goods, n.e.c.	5099 5199 pt.	Durable goods, n.e.c. Nondurable goods, n.e.c. ⁵
5112	Stationery and office supplies ¹	5112	Stationery supplies ¹
5131	Piece goods, notions, and other dry goods	5133 5134	Piece goods (woven fabrics) Notions and other dry goods
5142	Packaged frozen foods ¹	5142	Frozen foods ¹
5143	Dairy products, except dried or canned ¹	5143	Dairy products ¹
5153	Grain and field beans ¹	5153	Grain ¹
5159	Farm-product raw materials, n.e.c.	5152 5159	Cotton Farm-product raw materials, n.e.c.
5162	Plastics materials and basic forms and shapes	5161	Chemicals and allied products
5169	Chemicals and allied products, n.e.c.		
5192	Books, periodicals, and newspapers	5199	Nondurable goods, n.e.c. ⁶
5193	Flowers, nursery stock, and florists' supplies		
5199	Nondurable goods, n.e.c.		

¹No change in content.

²Excluding electrical communications equipment now in SIC 5065 and electrical measuring and testing equipment now in SIC 5084.

³Electrical communications equipment part only, now in SIC 5065.

⁴Electrical measuring and testing equipment part only, now in SIC 5084.

⁵General merchandise, durable part only, now in SIC 5099.

⁶All of SIC 5199 except durable goods general merchandise wholesalers. In 1972, all general merchandise wholesalers were in SIC 5199, for 1987 general merchandise wholesalers selling primarily durable goods were moved to SIC 5099.

PUBLICATION PROGRAM

1987 CENSUS OF WHOLESALE TRADE

Publications of the 1987 Census of Wholesale Trade, containing data on wholesale trade establishments with payroll in the United States, are described below. Publications order forms for the specific reports may be obtained from any Department of Commerce district office or from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233. The first results were issued in press releases. Final detailed statistics are issued in separate paperbound reports.

Final Reports

Geographic area series—52 reports (WC87-A-1 to -52)

A separate paperbound report is being published for each State, the District of Columbia, and the United States. Each report presents general statistics on number of establishments, sales, payroll, employment, operating expenses, and inventories for all establishments with payroll. At the State level, data also are presented separately for the following types of wholesale operation: merchant wholesalers; manufacturers' sales branches and offices; and agents, brokers, and commission merchants. Less type-of-operation detail is shown below the State level. For States, MSA's, and counties and places with 200 wholesale establishments or more, statistics are presented by kind of business. Greater kind-of-business detail is shown for larger areas. In addition, data are shown for all places with 2,500 inhabitants or more and all counties (with no kind-of-business detail). For each State, the District of Columbia, and the United States, 1982 data are provided on sales and employees per establishment, sales and payroll per employee, payroll as a percent of operating expenses, and operating expenses and end-of-year inventories as percentages of sales. Comparative statistics showing percent changes in sales and payroll between 1982 and 1987 also are shown by kind of business.

Subject series—4 reports (WC87-S-1 to 4)

The first report (WC87-S-1) presents data based on size of establishment, size of company or firm (firm size is based on all establishments operated by a firm within the same kind of business or kind-of-business group for which data are presented), and legal form of organization. Establishment statistics are presented by sales size and by employment size; statistics for firms, by sales size (including concentration by largest firms), by employment size, and by number of establishments operated (single units and multiunits). Statistics are presented by kind of business on the number of establishments, sales, payroll, and employment for the United States.

A report (WC87-S-2) on measures of value produced, capital expenditures, depreciable assets, and operating expenses presents data for the United States by major kinds of business. Data also are provided on sales, purchases, and beginning and ending inventories. Measures of value produced include gross margin,

value added, and net income produced at market prices and factor costs. Operating expenses include annual payroll, supplemental labor costs, purchased services, etc.

The commodity line sales report (WC87-S-3) presents data on major categories of commodities sold by wholesale kinds of business for the United States. Data for 15 selected MSA's and 15 selected States will be issued on microfiche only. Tables present data for each kind of business and show, for each commodity line, the number of establishments handling the line and their sales of the line; the percentage of total sales of the kind of business accounted for by each of the lines carried; and, for establishments actually handling a specific line, the percentage of their total sales represented by sales of that line. Summary statistics also are provided for the broad commodity line categories, including counts of establishments and the amount and percent of the line sold by various kinds of wholesale businesses.

A miscellaneous subjects report (WC87-S-4) contains data by kind of business on employment by principal activity, sales by class of customer, inventory valuation methods, commissions and gross selling value of business conducted for others by agents and brokers, and on petroleum bulk stations and terminals. Data are presented for the United States as a whole and, for petroleum bulk stations and terminals, for States and counties.

Microfiche

Every final published report in the 1987 Census of Wholesale Trade will be available on microfiche.

Public-Use Computer Tapes and Compact Discs

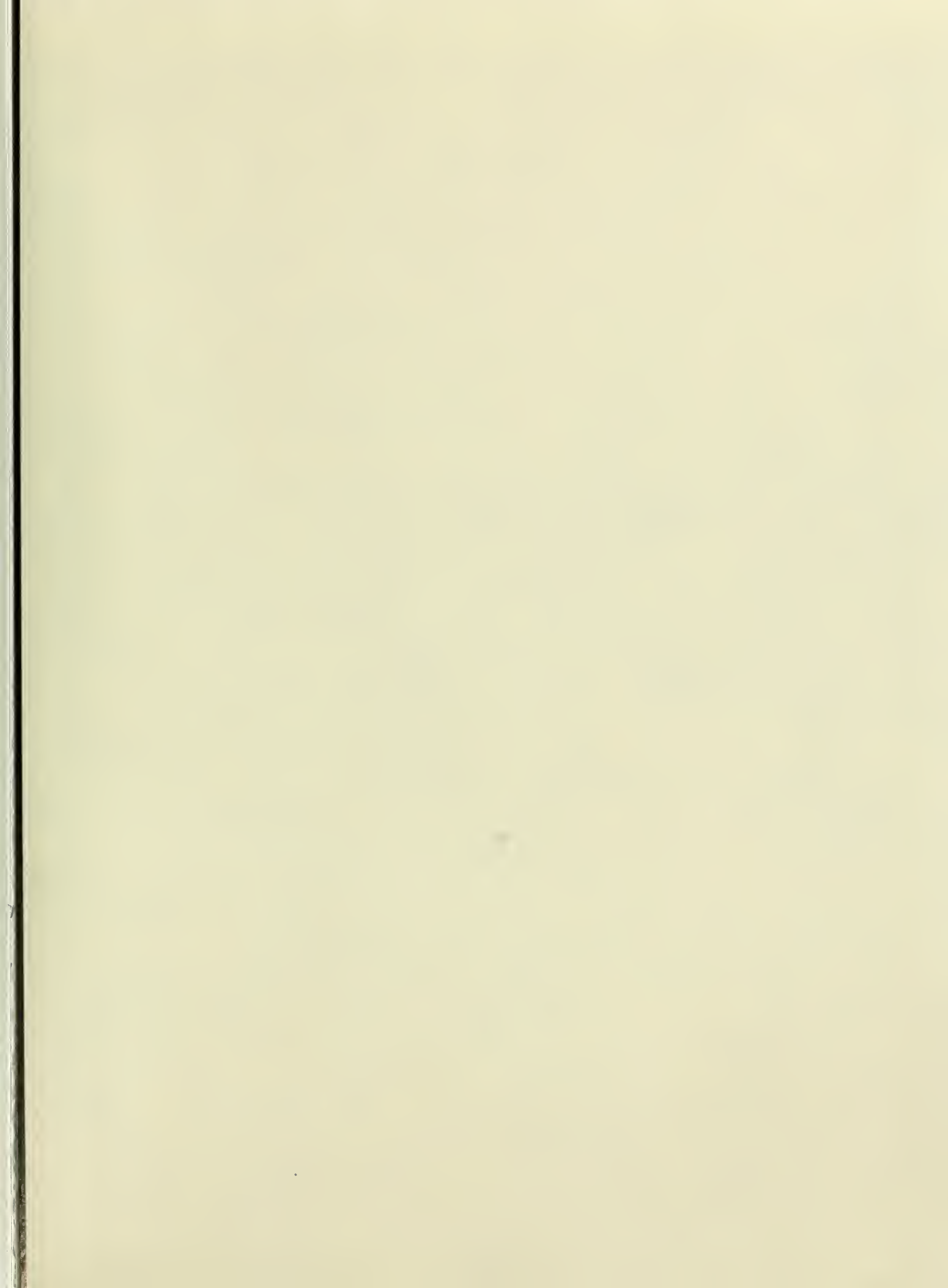
Selected data also are available on public-use computer tapes and compact discs—read only memory (CD-ROM). For the selected data, these tapes and discs will provide the same information found in the final reports as well as additional information not published in the final reports, such as commodity line sales data for States (WC87-S-3). Computerized data products are available for users who wish to summarize, rearrange, or process large amounts of data. These products, with corresponding technical documentation, are sold by Data User Services Division, Customer Services (Tapes), Bureau of the Census, Washington, DC 20233.

OTHER ECONOMIC CENSUSES REPORTS

Data on retail trade, service industries, construction industries, manufactures, mineral industries, transportation, enterprise statistics, minority-owned business enterprises, and women-owned businesses also are available from the 1987 Economic Censuses. A separate series of reports covers the censuses of outlying areas—Puerto Rico, Virgin Islands of the United States, Guam, and the Northern Marianas. Separate announcements describing these reports are available free of charge from Data User Services Division, Customer Services (Publications), Bureau of the Census, Washington, DC 20233.

73855
59

7



CB/Bureau of the Census Library



5 0673 01048573 1